

**FIFTY SEVENTH ANNUAL REPORT  
2011-2012**



**THE PLASTICS EXPORT PROMOTION COUNCIL**

*(Sponsored by the Department of Commerce, Government of India)*

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Crystal Tower, Gundivali Road No 3, Off Sir M V Road, Andheri (East), Mumbai – 400069

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## दि प्लास्टिक एक्सपोर्ट प्रमोशन कौन्सिल

(भारत सरकार, वाणिज्य एवं उद्योग मंत्रालय, वाणिज्य विभाग द्वारा प्रायोजित)  
क्रिस्टल टावर, गुंडिवली रोड क्र. 3, ऑफ सर एम व्ही रोड, अंधेरी (पूर्व), मुंबई ४०० ०६९, भारत  
दूरध्वनी : ९१-२२-२६८३ ३९९१/९२ फ़ैक्स : ९१-२२-२६८३ ३९९३  
ई-मेल : plexconcil@vsnl.com वेबसाईट : http://www.plexconcil.org

### THE PLASTICS EXPORT PROMOTION COUNCIL

(Sponsored by the Ministry of Commerce & Industry, Department of Commerce, Government of India)  
Crystal Tower, Gundivali Road No 3, Off Sir M V Road, Andheri (E), Mumbai 400069 - India  
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#### ALL MEMBERS

Notice is hereby given that the 57<sup>th</sup> Annual General Meeting of the Council will be held on **Friday the 14<sup>th</sup> September 2012 at 11:30 a.m. at Concorde II Hall, Ramada Plaza Palm Grove, Juhu Tara Road, Juhu Beach, Mumbai – 400049 (Ph: 022 – 26112323)** to transact the following business:

- 1. To confirm the minutes of the 56<sup>th</sup> Annual General Meeting of the Council held on 20<sup>th</sup> September 2011 in Mumbai.**
- 2. To receive and pass the Balance Sheet and Income & Expenditure Account of the Council for the year ended 31<sup>st</sup> March 2012 and the report of the Auditors & Committee of Administration thereon (copy attached).**
- 3. To appoint Auditors of the Council for the year 2012-2013 and fix their remuneration.**
- 4. To consider and pass the following resolutions to amend clauses 27.3 and 33.1 of the Articles of Association**

RESOLVED THAT THE FOLLOWING CLAUSES OF THE PRESENT ARTICLES OF ASSOCIATION BE AMENDED AS UNDER:

#### 27.3 COMPOSITION OF THE COMMITTEE

- (1) THE COMMITTEE OF ADMINISTRATION SHALL HAVE THE FOLLOWING MEMBERS:
  - (a) ELECTED MEMBERS WITH A MAXIMUM OF TWENTY NINE (INCLUDING THE REGIONAL CHAIRMEN);
  - (b) NOMINATED MEMBERS, NOT EXCEEDING THREE IN NUMBER NOMINATED BY THE CENTRAL GOVERNMENT;
  - (c) THE EXECUTIVE DIRECTOR
- (2) SUBJECT TO THE PROVISIONS OF CLAUSE(1), THERE SHALL BE TWELVE ELECTED MEMBERS FROM THE WESTERN REGION; FIVE FROM THE EASTERN REGION; SEVEN FROM THE SOUTHERN REGION AND FIVE FROM THE NORTHERN REGION.

#### 33.1 EXECUTIVE DIRECTOR

- (a) THERE SHALL BE AN EXECUTIVE DIRECTOR OF THE COUNCIL WHO SHALL BE THE INTRINSIC PART OF THE COMMITTEE AND SHALL BE

UNDER THE CONTROL AND DIRECTION OF THE COMMITTEE AND SHALL BE IN OVERALL CHARGE OF THE ADMINISTRATION OF THE COUNCIL; AND SHALL SUPERVISE THE WORK OF ALL OFFICERS OF THE COUNCIL,

- (b) IF NECESSARY, THE COUNCIL MAY HAVE A SECRETARY, WHO SHALL HOWEVER WORK UNDER THE ADMINISTRATIVE CONTROL OF THE EXECUTIVE DIRECTOR.

FURTHER RESOLVED THAT THE CHAIRMAN AND EXECUTIVE DIRECTOR OF THE COUNCIL BE AND ARE HEREBY AUTHORIZED TO TAKE NECESSARY ACTION AS MAY BE REQUIRED IN THIS REGARD AND TO DO ALL ACTS AND DEEDS AS MAY BE REQUIRED IN THIS REGARD .

**(Background Note:** As per a communication dated 6<sup>th</sup> July 2012, the Department of Commerce, Government of India has directed Export Promotion Councils (EPCs) to amend the Articles of Association to include the Executive Directors of EPCs as an intrinsic part of the Committee of Administration. These resolutions are being proposed to abide by the Government directive)

5. **To place on record the names of the Members of the Committee of Administration for the year 2011-2012.**

By Order of the Committee of Administration



R P Kalyanpur – Executive Director

Place : Mumbai  
Date : 21<sup>st</sup> August 2012

## COMMITTEE OF ADMINISTRATION

**Mr Rajeev Chitalia**, Chairman

**Mr Ashok Basak**, Regional Chairman (East)

**Mr G Sudhakar**, Vice Chairman

**Mr Arvind Goenka**, Regional Chairman (North)

### Western Region

Mr Makrand Appalwar

Mr Rajendra Chopra

Mr Kailash Murarka

Mr Nemish Sayani

Mr Rajeev Batra

Mr Laxman Gujarathi

Mr Ashwin Rajpurohit

Mr Pradip Thakkar

Mr P K C Bose

Mr Dinesh Juneja

Mr Mahendra Sanghvi

### Eastern Region

Mr C L Bhandari

Mr Gaurav Swarup

Mr R C Lohia

Mr Madan Mohan Singi

### Southern Region

Mr Atul Bhayani

Mr S Ramakrishnan

Mr Ravish Kamath

Mr N Srinivasan

Mr R Panchapakesan

### Northern Region

Mr Shivam Bansal

Mr Dapinder Paul Singh

Mr Anuj Chhabra

Mr D K Jain

### Co-opted Members

Mr Amit Agarwal

Mr K V Chitalia

Mr Manoj Sinha

Mr Manoj Agarwal

Mr J Ramanathan

Mr Lalit Kumar Tulsyan

Mr Benjamin Cherian

Mr Sapan Ray

### Government Nominees

1. **Mr Arvind Mehta**, Joint Secretary to the Govt of India, Department of Commerce (till 10<sup>th</sup> October 2011)  
**Mr Asit Tripathy**, Joint Secretary to the Govt of India, Department of Commerce (from 10<sup>th</sup> October 2011)
2. **Mr Ashok Kumar Arora**, Depty Secretary to the Govt of India, Deptt of Commerce (Alternate to (1) above till 31<sup>st</sup> August 2011)  
**Mr V L Kantha Rao**, Director, Govt of India, Deptt of Commerce (Alternate to (1) above from 31<sup>st</sup> August 2011 till 31<sup>st</sup> January 2012)  
**Ms Shubha Sharma**, Dy Secretary to the Govt of India, Deptt of Commerce (Alternate to (1) above from 31<sup>st</sup> January 2012 )
3. **Ms Neel Kamal Darbari**, Joint Secretary to the Govt of India, Deptt of Chemicals & Petrochemicals
4. **Export Commissioner**, Govt of India, Deptt of Commerce, Directorate General of Foreign Trade

### Secretariat

1. **Mr. R P Kalyanpur**, Executive Director
2. **Mr. Sanjiv Dewan**, Regional Director, New Delhi
3. **Mr. Jaswanth Soundarapandian**, Regional Director, Chennai
4. **Mr. Nilotpal Biswas**, Regional Director, Kolkata
5. **Mr. M V Ramesh**, Deputy Director, Chennai (till November 2011)
6. **Mr. V G Mahajan**, Deputy Director, Mumbai

### Bankers

**State Bank Of India**

Andheri (East)

Mumbai-400 069

### Auditors

**M/s N P Patwa & Co**

Chartered Accountants

102, Sudaive, Plot No 97

Hindu Colony Road No. 3

Dadar (Cr.), Mumbai – 400 014

### ICICI Bank Limited

Mumbai Branch, Free Press House

215 Nariman Point, Mumbai – 400 021

### 1. Review of Export Performance

The export analysis shown in Table 1 indicates that estimated growth in 2011-2012 is over 40% having achieved exports of 7.4 billion US Dollars (figures as per DGCIS figures till February 2011 and estimates for March 2011). The plastic raw materials continued to show with exports of the same comprising about 40% of the total plastics exports. The plastic raw material sector has also maintained a substantial growth last year. The growth registered by value-added items (excluding raw material from the total exports) is also very encouraging at about 37% which was about 23% last year. All major sectors showed a positive growth rate. The direction of exports is shown in Table 2. Most major markets have registered a positive growth rate.

TABLE 1: COMPOSITION OF PLASTICS EXPORTS						
Product Group	2010-2011			2011-2012 (Estimated)		
	USD Million	Growth %	% of Total	USD Million	Growth %	% of Total
Plastic Raw materials	2026.66	46.36	38.70	2981.84	47.13	40.36
Plastic sheets, films, plates etc	876.16	56.20	16.73	999.71	14.10	13.53
Packaging items	296.48	32.98	5.66	411.84	38.91	5.57
Human Hair & Products thereof	242.51	11.16	4.63	405.23	67.10	5.48
Other moulded and extruded items	323.61	19.96	6.18	380.04	17.44	5.14
Woven sacks/FIBCs	217.36	41.41	4.15	344.84	58.65	4.67
All types of optical items (incl optical frames, lenses, sunglasses etc)	160.05	5.49	3.06	269.01	68.08	3.64
Monofilaments	58.78	291.18	1.12	267.18	354.55	3.62
Writing Instruments	158.10	35.67	3.02	188.73	19.38	2.55
Medical Disposables	109.56	57.24	2.09	166.05	51.56	2.25
Houseware	126.07	18.16	2.41	158.16	25.45	2.14
Ropes, twines, Cordage	102.37	53.92	1.95	125.75	22.84	1.70
Pipes, tubes, hoses etc and fittings thereof	91.06	5.06	1.74	124.06	36.23	1.68
Floorcoverings	102.18	47.73	1.95	121.93	19.33	1.65
Laminates	76.36	35.44	1.46	96.08	25.83	1.30
Leathercloth	62.60	-9.98	1.20	88.77	41.81	1.20
Brushes (all kinds)	41.94	6.26	0.80	47.23	12.60	0.64
Self-adhesive sheets/films etc	31.46	35.47	0.60	41.21	30.99	0.56
Stoppers, closures, lids etc	26.29	15.49	0.50	38.41	46.11	0.52
Nets (including fishnets)	27.34	73.69	0.52	35.99	31.61	0.49
Travelware	30.66	49.11	0.59	32.48	5.91	0.44
Others plastic items	28.96	40.88	0.55	25.80	-10.92	0.35
Stationery/Office School supplies	8.70	23.19	0.17	19.55	124.57	0.26
Electrical items	8.95	50.77	0.17	16.02	79.10	0.22
Photo Films	2.60	51.63	0.05	1.62	-37.60	0.02
Tarpaulins	0.37	-59.36	0.01	0.99	168.10	0.01
<b>Grand Total</b>	<b>5237.17</b>	<b>38.69</b>	<b>100.00</b>	<b>7388.50</b>	<b>41.08</b>	<b>100.00</b>

VISIT US AT: [www.plexconcil.gov.in](http://www.plexconcil.gov.in)

Please file your export returns regularly as per the Foreign Trade Policy

TABLE 2: DIRECTION OF PLASTICS EXPORT						
Partner Country	2010-2011			2011-2012 (Estimates)		
	USD Million	Growth %	% of Total	USD Million	Growth %	% of Total
China	558.34	19.90	10.66	954.97	71.04	12.93
United States	577.62	47.93	11.03	748.56	29.59	10.13
United Arab Emirates	344.87	35.16	6.58	367.00	6.42	4.97
Turkey	234.25	132.72	4.47	288.02	22.95	3.90
Italy	278.71	116.22	5.32	279.09	0.13	3.78
United Kingdom	197.87	30.94	3.78	261.67	32.24	3.54
Bahamas	0.06	2078.22	0.00	247.80	405469.54	3.35
Germany	208.08	83.34	3.97	246.26	18.35	3.33
Brazil	109.16	61.20	2.08	215.02	96.98	2.91
Nigeria	91.99	0.98	1.76	156.42	70.03	2.12
Indonesia	115.73	36.80	2.21	151.92	31.27	2.06
Singapore	64.17	7.84	1.23	149.02	132.22	2.02
Saudi Arabia	102.38	-7.54	1.95	131.18	28.14	1.78
Vietnam	62.85	-2.34	1.20	127.42	102.73	1.72
Unidentified Country	24.20	85.25	0.46	118.25	388.61	1.60
France	70.85	69.28	1.35	117.56	65.94	1.59
South Africa	91.56	54.85	1.75	116.27	26.99	1.57
Spain	78.54	28.42	1.50	107.70	37.12	1.46
Netherlands	84.17	18.99	1.61	106.54	26.58	1.44
Bangladesh	82.87	71.76	1.58	95.59	15.35	1.29
Belgium	94.73	79.59	1.81	94.79	0.06	1.28
Nepal	62.43	42.99	1.19	92.59	48.31	1.25
Israel	87.66	34.95	1.67	90.83	3.62	1.23
Sri Lanka	79.89	45.74	1.53	86.76	8.60	1.17
Egypt	66.43	-7.19	1.27	86.34	29.98	1.17
Pakistan	34.56	-13.87	0.66	81.52	135.86	1.10
Canada	56.86	33.16	1.09	79.30	39.47	1.07
Others	1376.33	33.91	26.28	1790.11	30.06	24.23
<b>Grand Total</b>	<b>5237.17</b>	<b>38.69</b>	<b>100.00</b>	<b>7388.50</b>	<b>41.08</b>	<b>100.00</b>

## 2. PARTICIPATION IN INTERNATIONAL TRADE FAIRS/EXHIBITIONS

### 2.1. PLASTPACK EAST AFRICA 2011 - Nairobi, Kenya - July 13-15, 2011

The Council participated at Plast Pack East Africa 2011 (4th International Exhibition for Plastics, Rubber and Packaging Industry), organized by M/s Al Fajer Information & Services, which was held at Kenyatta International Conference Centre ( KICC ) Nairobi, Kenya from 13th to 15th July 2011.

In order to create greater awareness of the Indian Plastic Industry and showcase India's Plastics Industry as a whole, the Council participated at this show. Forty eight (48) Indian companies participated in this exhibition under the Council's umbrella & this was the largest participation in a trade fair in East African Region in the Council's history.

PLEXCONCIL's information booth was inaugurated by H.E. Mr. Sibabrata Tripathi, High Commissioner of India to Kenya. He also visited stalls of Indian participants and interacted with them. Mr. R.P. Kalyanpur, Executive Director & Mr. Nilotpal Biswas, Regional Director assisted by Ms. Anagha Barve, Junior Executive represented the Council in this event. An exclusive promotional brochure was brought for distribution amongst the visitors.

The participants at this event were M/s. Ash Win Engineers, Ahmedabad, M/s. BankimPlast Pvt. Ltd., Mumbai, M/s. Bhumi International, Ahmedabad, M/s. Blend Colours Pvt. Ltd., Hyderabad, M/s. Bluplast Industries Ltd., Mumbai,

M/s. Chemco Plastic Industries Pvt. Ltd., Mumbai, M/s. Commercial Syn Bags Ltd., Indore, M/s. Dynasty Plastic Pvt. Ltd., Mumbai, M/s. Electrofocus Electricals Pvt. Ltd., Vasai,Thane, M/s. Expert Industries, Bangalore, M/s. G.M. Polyplast Pvt. Ltd., Vasai, Thane, M/s. G.R. Polynets, Udyognagar, M/s. Hariom Plastics, Ahmedabad, M/s. Hi-Tech Blow Moulders Pvt. Ltd., Bangalore, M/s. IPC Packaging Company (P) Ltd., Bangalore, M/s. Jai Corp Ltd., Mumbai, M/s. Jay Elastomers Pvt. Ltd., Navi Mumbai, M/s. Jitsan Enterprises, Mumbai, M/s. J J International, Varanasi, M/s. J.P. Extrusiontech Ltd., Ankleshwar, M/s. KamakshiFlexiprints Pvt. Ltd., Ahmedabad, M/s. Kanpur Plastipack Ltd., Kanpur, M/s. Knack Packaging, Ahmedabad, M/s. LabhInternational (Labh Group of Companies). Ahmedabad, M/s Lincon Polymers Pvt Ltd, AhmedabadM/s Makers Polyfilms Pvt Ltd, Nani DamanM/s Mehel Colours & Masterbatches Pvt Ltd, MumbaiM/s M.G. Polyblends, Delhi, M/s Mlew Engineering Pvt Ltd, KolkataM/s N.A. Exports, AhmedabadM/s Omega Plasto Compounds Pvt Ltd, Vadodara, M.s Paras Polycoat Ltd, New DelhiM/s. Piyush Rotomac, Thane, M/s. PrayagPolytech (P) Ltd., New Delhi, M/s. Prasad Group of Companies, Ahmedabad, M/s. Masterbatch R.P. Industries, New Delhi, M/s. R.R. Plast Extrusions Pvt. Ltd., Mumbai, M/s. Sai Machine Tools Pvt. Ltd., Indore, M/s. Sakkthi Polymers, Salem, M/s. Shah Exports, Ahmedabad, M/s. Shakti Polyweave Pvt. Ltd., Ahmedabad, M/s. ShreemomaiRotocast Containers Pvt. Ltd., , Vadodara, M/s. Silver Blends & Plastics Pvt. Ltd., Mumbai, M/s. Sri SaiPlastotech, Chennai, M/s. S.R.S. Impex, Mumbai, M/s. Transatlantic Packaging Pvt. Ltd., Khambhat, M/s. UmasreeTexplast Pvt. Ltd., Ahmedabad, M/s. Ventilation Engineering Co. Pvt. Ltd., Kolkata.

**2.2. VietnamPlas (11th Vietnam International Plastics & Rubber Industry Exhibition), Ho Chi Minh City, Vietnam, September 21-24, 2011**

VietnamPlas, the 11th Vietnam International Plastics & Rubber Industry Exhibition, was held at the Saigon Exhibition & Convention Centre, Ho Chi Minh City, Vietnam, from September 21 – 24, 2011. The industry exhibition is one of the largest trade shows in Vietnam in its category.

The Indian participation comprised of M/s Bankim Plast Pvt. Ltd., Mumbai ; M/s Electrofocus Electricals Pvt. Ltd., Thane; M/s Knack Packaging, Ahmedabad; M/s Link Overseas, Mumbai; M/s Paras Polycoat Ltd., New Delhi ; M/s Parekh Industries, Ahmedabad; M/s Masterbatch R P Industries, New Delhi; M/s R R Plast Extrusions Pvt. Ltd., Mumbai; M/s S.C.J. Plastics Ltd., New Delhi & M/s Windsor Machines Ltd., Ahmedabad.

Mr. Abhay Thakur, Consul General and Mr. R.Gururaj, Consul, of our Consulate in Ho Chi Minh City, visited all the stalls of the Indian participants and interacted with them.

An exclusive promotional brochure was brought out for distribution among the visitors to the show. Mr. Sanjiv R. Dewan, Regional Director, represented the Council at this event.

**2.3. Paperworld RUSSIA, Moscow, RUSSIA,September 27-30, 2011**

The Council participated at Paperworld Russia 2011 held at Expocenter Krasnaya Presnya, Moscow from 27th to 30th September 2011. Paperworld is the leading brand of the world markets of paper products, stationery and office equipment. Paperworld Russia was organized by Messe Frankfurt RUS. It is the first fair of its kind in the region and focus on the same product groups as Paperworld, Frankfurt. This exhibition was held parallel to Creativeworld Russia Salon, Festivalworld Russia and international trade fair of the children goods - "World of Childhood".

Thirteen (13) members participated under the Council's umbrella. They were M/s Champs Corporation, Mumbai, M/s Chetak International, Thane, M/s Gautam Industries, Mumbai, M/s Hi-Tech Writing Instruments, Mumbai, M/s Jainam Industries, Mumbai, M/s Labh International, Ahmedabad, M/s Labh Services Pvt Ltd, Ahmedabad, M/s M.S.M. Refill Manufacturers, Mumbai, M/s Ostern Pvt Ltd, Kolkata, M/s PIK Pens Private Limited, Mumbai, M/s Todays Writing Products Ltd, Mumbai, M/s Rover Writing Instruments, Mumbai, M/s Writing Systems, Mumbai.

Mr Nilotpal Biswas, Regional Director represented the Council and assisted the members. An exclusive bi-lingual brochure in Russian and English was brought out for distribution among the buyers/visitors to the show.

**2.4. PLASTIMAGEN 2011 - Mexico City, Mexico - October 4-7, 2011**

PLASTIMAGEN México is organised by E.J. KRAUSE & ASSOCIATES, INC. is one of the largest companies dedicated to the organization of exhibitions and conferences. PLASTIMAGEN Mexico is internationally recognized as the leading plastic exhibition in Mexico and Latin America having more than 706 exhibitors from 21 countries and more than 27,000 m<sup>2</sup> area with 13 international pavilions

This exhibition was visited by 28,036 certified buyers from more than 37 different countries. Around 90% of the visitors come from Mexico and Latin America. The visiting professionals at PLASTIMAGEN Mexico were representing a wide range of industries: packaging, food processing, household articles, chemicals and plastics, automotive, cosmetics, pharmaceuticals, recycling, tubes and pipes for construction, electronics / electrical, agriculture, toys, medical equipment, furniture and many other goods and services.

The Council organised the INDIA PAVILION at Plastimagen2011 held at expo centre BENAMAX, Mexico city, Mexico. Members who participated at the above exhibition through the Council were M/s 3 S Corporation, Mumbai, M/s Almighty Exports, Rajkot, M/s Bankim Plast Pvt Ltd., Mumbai,M/s Electrofocus Electricals Pvt Ltd., Thane, M/s M S

M Refill Manufacturers, Mumbai, M/s Maniar Injectoplast Pvt Ltd., Mumbai, M/s Masterbatch R P Industries, New Delhi, M/s Milan Plast Pvt Ltd., Mumbai, M/s Parekh Industries, Ahmedabad, M/s Pyramid Energy Creation Co., Mumbai, M/s R R Plast Extrusions Pvt Ltd., Mumbai, M/s Sakkthi Polymers, Dist Tamil Nadu. Another five Indian companies have participated in this event directly.

An attractive promotional bilingual brochure in English and Spanish was freely distributed during the show. Mr V G Mahajan, Deputy Director, represented the Council at this event. Mr. Rajeev Chitalia, Chairman and Mr R P Kalyanpur, Executive Director also visited the event. Mr. Upendra Singh Rawat, Counsellor, Embassy of India, Mexico visited India pavilion for two days and interacted with participants

#### **2.5. 7th Bangladesh Int'l Plastics, Packaging & Printing Industrial Fair - Dhaka, Bangladesh - February 15-18, 2012**

The Council organized the India Pavilion in the 7th Bangladesh International Plastics, Packaging and Printing Industrial Fair (IPF 2012) organized by the Bangladesh Plastic Goods Manufacturers & Exporters Association and Yorkers Trade & Marketing Services Co. Ltd. It was held at the Bangabandhu International Conference Centre, Dhaka, Bangladesh.

The IPF was a specialized industry trade show and served as an excellent platform for our members to showcase their products, interact and forge business alliances with buyers from Bangladesh and other SAARC and ASEAN countries. On display were the entire gamut of the plastics industry from raw materials, masterbatches, additives, colorants to plastic machinery and equipment and finished plastic products. Participation in this Show enabled exhibitors have better access and interaction in these growing market areas.

The exhibition attracted a great number of trade visitors from around the region including Distributors, Wholesalers and Retailers. 13 members participated in this Fair under the Council's umbrella. They were M/s Bankim Plast Pvt Ltd., Mumbai, CIPET Chennai, Chemline India Ltd., New Delhi, Deco Vinyl, New Delhi, Intergraphic Sales & Service Pvt Ltd., Mumbai, Mamata Machinery Pvt Ltd., Ahmedabad, Maniar Injectoplast Pvt Ltd., Mumbai, N.A. Exports, Ahmedabad, Paras Polycoat Ltd., New Delhi, Prabhu Poly Color Pvt Ltd., Chennai, Rishab Plast, Daman, S.S. Exports, Mumbai and UFlex Ltd. (Engineering Division), Noida.

Participating members expressed satisfaction with regard to contacts established with actual users, agents and distributors, and the enquiries generated at the Show, and were confident that inquiries would soon be concluded to export orders from Bangladesh. An exclusive promotional brochure was brought out by the Council for distribution to the buyers and visitors at the Fair. Mr Jaswanth Soundarapandian, Regional Director, Chennai, represented the Council in this event.

#### **2.6. Addis Chamber International Trade Fair - Addis Ababa, Ethiopia - February 23-29, 2012**

The Council participated in the 16th Addis Chamber International Trade Fair, organized by the Addis Ababa Chamber of Commerce and Sectoral Associations from 23rd to 29th February, 2012 in Addis Ababa, Ethiopia. The theme for this year's Show was "Industrialization for development and transformation", and the Ethiopian Minister of Industries, Mr Mekonen Manyazewal inaugurated the Fair on February 23, 2012. Exhibitors from 25 countries, including China, Germany, Italy, Turkey, Egypt, Indonesia and Sudan, apart from India, exhibited in the Fair.

15 members participated in this exhibition under the Council's umbrella. They were M/s Almighty Exports, Rajkot, Apex Irrigation, Rajkot, Gebi Products, Mumbai, Gautam Industries, Mumbai, Kolor Exim, Kolkata, Nilkamal Ltd., Mumbai, Pik Pen Pvt Ltd., Mumbai, Pyramid Energy Creation Co., Mumbai, R.R. Plast Extrusions Pvt Ltd., Mumbai, S.S. Exports, Mumbai, Sagar Polymers, Rajkot, Sree DRG Vinyls Industries, Tirupur, S.S.B. Metal Works, Mumbai, Standard Prime Export (Indore) Pvt Ltd., Indore and Trade Systems Corporation, Mumbai. Plastic products from India have good opportunities in the Ethiopian market despite competition from countries like China, Indonesia and Thailand etc and members received good enquiries and concluded new businesses with existing customers.

The Ambassador of India to Ethiopia and Djibouti, H.E. Mr Bhagwant Singh Bishnoi, and the Second Secretary, Embassy of India, Addis Ababa, Ethiopia, Mr Subash Chand, visited members' booths and interacted with them. The Embassy of India, Addis Ababa, extended their full support and assistance in organizing the Council's participation in this event.

An exclusive promotional brochure was brought out by the Council for distribution to the buyers and visitors at the Fair. Mr Jaswanth Soundarapandian, Regional Director, represented the Council at this event.

#### **2.7. EXPOCOMER 2012, Panama city, PANAMA - March 21-24, 2012**

The 30th edition of EXPOCOMER organized by Chamber Of Commerce Industries & Agriculture Panama (CCIAP) at Atlapa Convention Centre, Panama City, Panama, is one of the biggest and most successful multi product trade show happening in Latin & Central America Region. As per the organizers, the exhibition area of around 10,000 square meters having 580 exhibitors with 670 booths from different parts of the world and 35 country pavilions attracted around 21,000 visitors out of which 5200 were pre registered visitors..

EXPOCOMER 2012 was inaugurated by Mr. Ricardo Martinelli, President of the Republic of Panama. Mr. Otto Pérez Molina, President of the Republic of Guatemala; Mr. Luis Guillermo Fortuno, Governor of Puerto Rico; Mr. Ricardo Quijano, Minister of Commerce and Industry of Panama; Mr. Federico Humbert, President Chamber Of Commerce Industries & Agriculture Panama (CCIAP); Mr. Carlos Rodríguez, President of Expocomer 2012 and many other leading trade dignitaries were present.

INDIA PAVILION was inaugurated by HE Mr. Yogeshwar Varma, Ambassador of India in Panama along with Mr. Federico Humbert, President, Chamber of Commerce Industries & Agriculture Panama (CCIAP). Mr. Leopoldo Benedetti, General Manager, Colon Free Zone & around 200 leading trade & business people from local industries. India Pavilion inauguration was followed with fashion display by local Indian women association with the aim of promoting "Incredible India". Many posters & banners related to "Incredible India" were pasted in INDIA PAVILION to highlight INDIA theme and our Embassy played a lead role in organizing the activities and provided excellent support and co-operation.

INDIA PAVILION at EXPOCOMER 2012 received good response from buyers of the region and the same happened due to active & full support of Embassy of India, Panama. The participation of Indian Companies also got coverage in leading finance paper of Panama called "La Prensa". Business to the tune of around USD.75,50,000/- and inquiries of the order of 2.25 million USD Dollars are understood to have been realised.

Councils participation was also part of India pavilion where and participants were M/s Al-Aziz Plastics Pvt. Ltd., Mumbai; M/s Crystal Plastics & Metallizing Pvt Ltd, Mumbai; M/s Family Plastics and Thermoware, Thiruvananthapuram; M/s J K Sons Engineers Pvt Ltd., Kolkata; M/s Lexi Private Ltd., Mumbai; M/s MSM Refill Manufacturers, Mumbai; M/s Mittal Polypack Pvt.Ltd., Kolkata; M/s Plastona, Mumbai; M/s Ravi Overseas, Indore; M/s Sagar Polymers, Rajkot; M/s Standard Prime Export (Indore) Pvt.Ltd., Indore; M/s Shree Chakreshwari Industries, Mumbai; M/s Technocal, Kolkata; M/s Trade Systems Corporation, Mumbai; M/s Ventilation Engineering Co. Pvt Ltd, Kolkata & M/s Vikas Globalone Ltd., New Delhi displayed their products.

An attractive promotional bilingual brochure in English and Spanish was freely distributed during the show. Mr V G Mahajan, Deputy Director, represented the Council at this event. Mr R P Kalyanpur, Executive Director organized BSM coinciding with Expocomer to Panama, Ecuador & Colombia

### **3. PARTICIPATION IN INTERNATIONAL TRADE FAIRS/EXHIBITIONS**

#### **3.1. Participation at PLASTINDIA 2012, Pragati Maidan, New Delhi- 01st to 06th Feb 2012**

Plastindia Foundation (of which the Council is one of the seven Founder Members) organized 8th International Plastics Exhibition & conference at New Delhi during 1-6 Feb 2012. Being a Founder Member, the Council was allotted a complimentary stall of 18 square-metres where the Council set up an information booth. An attractive stall was constructed to attract exporters and prospective exporters in plastics to whom guidance was provided. Foreign Buyers/investors also visited the Council's booth to whom necessary information was provided.

Mr. Rajeev Chitalia, Chairman, Mr. R P Kalyanpur, Executive Director, all Regional Directors & other Officials from Mumbai & Chennai participated in this event.

### **4. BSMs / DELEGATIONS**

#### **4.1. Delegation lead by Mrs. Neelkamal Darbari, IAS, Joint Secretary to Government of India, Department of Chemicals and Petrochemicals to Turkey from July 18 – 22, 2011**

The objective of the delegation was to promote the Chemical Industry (including plastics), PCPIRs, India Chem 2012 & Poly India 2011, Delegation members (besides Mrs Darbari) comprised of Mr Balvinder Singh Sawhney, Director, FICCI; Mr S. Ilangoan, Chief Manager, CIPET; & Mr Sanjiv Rai Dewan, Regional Director of the Council in New Delhi.

The following meetings were held:

- *Meeting with Turkish Chemical Manufacturers Association – 18th July, 2011, Istanbul*

At the above meeting, Mr. Timur Erk, President of the Association, mentioned that the Chemical sector contributes around 10% of the total GDP of Turkey. The need for investment in the Petrochemical sector in Turkey, particularly in setting up of refineries was emphasised. Almost 80% of the polymers are imported into Turkey. The top item of export from India to Turkey in the plastics sector is Polypropylene. Mr. Timur stated that imports by the Turkish chemical industry are around US\$ 85 billion, and the major imports are currently from the EU. He felt there were huge opportunities for Joint Ventures between India and Turkey in the Chemicals sector.

Mrs. Darbari mentioned that the main objective of the delegation was to promote the major trade fairs in the Chemicals sector in India, i.e. India Chem 2012 taking place in Mumbai in October 2012, and Poly India 2011 in Hyderabad in November 2011, which would be focusing on advanced application of Polymers & Plastics. These trade fairs she felt would also promote joint ventures between India and Turkey in the Chemicals sector.

- Meeting with Istanbul Chemicals and Chemical Products Exporters Association (IKMIB) – 19th July, 2011, Istanbul

One of the major points that emerged at the meeting with representatives of the above Association was the shortage of technically trained manpower in the plastics sector in Turkey. The possibility of recruiting people from India, trained in Plastics technology was discussed, as also the possibility of establishing vocational training centres in Turkey, in plastics. Mrs. Darbari emphasized how CIPET could play a major role in this area, and outlined some of the major activities of CIPET in training and R&D in Plastics Engineering & Technology.

It was stated at the meeting that Turkey also has a strong plastics processing sector, dominated by small and medium enterprises. They are particularly strong in the Packaging and Raffia sectors. Some of the major trade fairs that Turkey participates in the plastics sector are the ones held in Brazil, China and Germany. Plast Eurasia is the major trade fair held in Turkey in the plastics sector. Most Turkish companies in the Chemicals sector are currently having a far closer cooperation with China than with India.

The Association representatives also informed that one of their Board members was likely to visit Poly India exhibition to be held at Hyderabad in November, 2011.

- Meeting with Istanbul Chamber of Industry – 19th July, 2011, Istanbul

The Secretary General of the Chamber, Mr. Mete Meleskoy informed that their chamber was the oldest in Turkey, with 15,000 members. All members of the chamber have to be manufacturers. Members of the chamber account for around 40% of the total value added manufacturing, and 35% of the total exports from Turkey. 97% of the members are from the SME sector. Around 20% of the members of the Chamber are from the Chemicals sector, while 5% are from the plastics sector. Mr. Mete also mentioned about the interest shown by the chamber's members at the India Show organized by EEPIC India in Turkey last year. The members of the Chamber represent 56 different sectors of industry. Details on import duties in Turkey can be obtained from their website: [www.dtm.gov.tr](http://www.dtm.gov.tr).

- Meeting with Foreign Economic Relations Board (DEIK) – 19th July, 2011, Istanbul

Mr. CEFI J. KAMHI, President of DEIK, and also the Chairman of the Turkish-Indian Business Council, welcomed the Indian delegation led by Mrs. Darbari. He emphasized the need for forming Working Groups in the Chemicals sector in order to enhance trade between the two countries in this sector. Representative of Petkim, Turkey's largest petrochemical company, expressed a desire to be a part of such a Working Group, and was also keen that Reliance Industries from India should also join this working group. It was also mentioned at the meeting that Indian companies could take advantage of the Free Trade Zones in Turkey to do a stock and sale operation to the EU, given Turkey's strategic location.

- Meeting with Istanbul Technical University (ITU) – 20th July, 2011, Istanbul

The University is the oldest technical university in Turkey, and has five campuses across Turkey. It offers 76 undergraduate, and 144 graduate degree programs, and has a faculty of around 2200. ITU representatives gave a presentation about the University, followed by a technical presentation on Photoinitiated polymerization, role of polymers in electronics, nano composites, and the development of Bio-polymers. A workshop on Bio-polymers is going to be conducted by the ITU in Istanbul, in September, 2011. The possibility of a collaboration between ITU and CIPET was discussed, and Mr. Ilangoan gave a brief outline of CIPET's activities.

- Meeting with National Boron Research Institute – 21st July, 2011, Ankara

Turkey is the world's top producer of Boron. Glass and the ceramics industry are the main users of Boron. Flame Retardants, is one of the main applications of Boron in the plastics sector. The institute which was founded in 2003, is looking for investments and collaboration in the high technology sectors, such as Fuel Cells and development of composites, particularly composites of plastics and glass fibre (boron is the main component in the glass fibre). Mrs. Darbari suggested that the Institute sign an MOU with CIPET.

- Meeting with the Deputy Undersecretary, Ministry of Economy-21st July,2011, Ankara

The Deputy Undersecretary, informed about Turkey's keen interest to sign a FTA with India. He also mentioned about the India Show that took place in Istanbul, last year. He also stated that Turkey's investment in India has increased sharply over the last five years. The balance of trade, however is hugely in India's favour. He also mentioned about the special incentives given to companies in Turkey operating in the R&D sector. Participation in Plastindia 2012 exhibition to be held at New Delhi, is on the agenda of Turkish companies, as informed by the Deputy Undersecretary

#### **4.2. BSMs in Ethiopia, Tanzania & Mozambique - February 27 to March 06, 2012**

Coinciding with the 16th Addis Chamber International Trade Fair, held at Addis Ababa, Ethiopia, from February 23rd to 29th, 2012, the Council organized successful Buyer-Seller Meets (BSM's) at Dar-Es-Salaam, Tanzania and in Maputo, Mozambique, with the active support and guidance from our Missions in these countries. Eleven member companies of the Council, comprising of M/s Apex Irrigation, Rajkot; M/s Gebi Products, Mumbai ; M/s Kolor Exim, Kolkata; M/s Nilkamal Ltd., Mumbai; M/s Pik Pen Pvt. Ltd., Mumbai; M/s Pyramid Energy Creation Co.,

Mumbai; M/s S.S. Exports, Mumbai; M/s Sagar Polymers, Rajkot; M/s Sree DRG Vinyls Industries, Tirupur; M/s Standard Prime Export (Indore) Pvt. Ltd., Indore and M/s Trade Systems Corporation, Mumbai, participated in the Buyer-Seller Meets. The Council was represented by Mr. Sanjiv R.Dewan, Regional Director.

The BSM's were well publicized through advertisements in the leading local dailies, that were published a few days before the event. In Dar-Es-Salaam, Tanzania, our Mission had also invited local journalists, to report on the BSM, which was highly successful, with representatives from over 35 Tanzanian companies attending the event, held at the New Africa Hotel on 2nd March. The event was subsequently reported in their leading local daily, the "Daily News". This was made possible with the excellent support of our High Commission in Tanzania, particularly Mr. Kunal Roy, Counsellor and Head of Chancery at our High Commission. The Acting High Commissioner, H.E. Mrs. Hemlata Bhagirath interacted with all the member participants during the BSM.

In Maputo, Mozambique, there was a fairly good response as well, with over 30 business visitors turning up for the BSM held at hotel VIP on 5th March, thanks again to the excellent support from our High Commission, particularly, Mr. S.Nangia, Second Secretary. Advertisements in Portuguese, were published in the leading local dailies, "Noticias" and "O Pais", to give adequate publicity for the BSM. The High Commissioner, H.E. Dr. Ashok Kumar Amrohi, also graced the event with his presence, and interacted with all the member participants. The member participants also had the honor of being hosted for lunch at the High Commissioner's residence the following day.

As per feedback received from member participants, they were satisfied with their participation which had resulted in both good export orders and firm enquiries.

#### **4.3. BSMs in Sydney, Australia & Auckland, New Zealand - 20<sup>th</sup> to 25<sup>th</sup> February 2012**

The Council organized the BSMs in Sydney and Auckland under the Focus ASEAN+2 initiative of the Department of Commerce, Government of India. BSM in Sydney was organized on the 21<sup>st</sup> February 2012 and in Auckland on 24<sup>th</sup> February 2012. Our Consulate in Sydney and the High Commission in Wellington rendered us support in terms of giving targeted buyers and contacts for the purpose. A lot of pre-delegation efforts were put by sending delegation brochures well in advance and following up with telephone calls.

Participants at the BSM were Mr Rajeev Chitalia (also the Chairman of the Council who led the delegation) , Electrofocus Electricals Pvt Ltd., Mumbai; Mr Avinash Karia, Bankim Plast Pvt Ltd., Mumbai; Mr Gaurang Mehta, Jainam Industries, Mumbai; Mr Sunit Hapani, Labh International, Ahmedabad; Mrs Ami Hapani, Labh Services Pvt Ltd., Ahmedabad; Ms Priya Mehta, MSM Refill Manufacturers, Mumbai; Ms Saroj Chopra, Pyramid Energy Creation Co., Mumbai; Mr Ravindra Sihani, Ravi Overseas, Indore; Mr Sanjay Mantri, Sam Inc., Mumbai; Mr Rakesh Chopra, Sree Chakreshwari Industries, Mumbai; Mrs Prabhavati Patil, Sukhesh Marketing, Sangli' Mr Tanajirao Patil, Yashashri Poly Extrusion Limited, Kolhapur and Mr Omprakash Mantry, 3S Corporation, Mumbai. Mr R.P. Kalyanpur, Executive Director accompanied the delegation. An attractive brochure was brought out on this occasion for being freely distributed among the visitors to the BSM.

In Sydney, one-to-one meetings were organized on February 21, 2012, at the Rydges World Square Hotel, Sydney, where members show-cased their products and discussed business opportunities with buyers. In Auckland, one-to-one meetings were organized on February 24, 2012, at the Quality Hotel Barry Court, Auckland. There was a very good response at both the places and the pre-delegation efforts proved very fruitful. Participants expressed satisfaction with the event. Some members booked orders and most others generated good export enquiries which possibly would be converted into . In Sydney, Mr Rao, Marketing Officer at our Consulate in Sydney also visited the BSM and interacted with the participants. Mr Rao has been regularly interacting with the Council and providing whatever help that is needed for export promotion. In Auckland, Mr Wenceslaus Anthony, Chairman of the India NZ Business Council (referred to by our High Commission in Wellington) visited the BSM and interacted with the participants.

#### **4.4. BSMs in Panama, Ecuador & Colombia -23<sup>rd</sup> to 30<sup>th</sup> March 2012**

The BSMs in Panama, Ecuador and Colombia were organized under the Focus-LAC initiative of the Department of Commerce, Government of India. The BSM in Panama was held to coincide with the EXPOCOMER in Panama. Buyers from Colon Free Trade Zone and other regions visited the Council's participants and interacted with them for business/business alliances.

With regard to BSMs in Guayaquil, Ecuador and Bogota, Colombia – action was taken as per the guidance of our Embassy in Bogota (which also has jurisdiction over Ecuador). The BSM in Ecuador was held in Guayaquil on 26<sup>th</sup> March 2012 at the Hampton Inn. Our Embassy had negotiated with the Ecuador-India Chamber of Commerce (based in Quito) to organize the BSM. The Chamber's President Mr Augustine and Director Ms Giselle were personally present at the BSM. Buyers/distributors pertaining to relevant products represented by the participants visited and discussed business with the participants. BSM in Bogota was held on the 29<sup>th</sup> March 2012 and our Embassy and the Colombia-India Chamber of Commerce & Industry jointly organized the titled "INDIA PLASTICS 2012" at a convention centre. The Embassy provided excellent support and co-operation and the Ambassador H E Mr Warjri and First Secretary Mr Ravinder Nath were personally present and interacted with the

participants. Mr Andres, Marketing Officer in our Embassy worked very hard for the success of the BSM. The BSM was visited by many buyers/distributors/agents who discussed business with the participants. The BSMS did fetch good results. Embassy also hosted a reception to participants in its premises on the 29<sup>th</sup> March evening where many dignitaries from Trade & Industry were invited.

The participants in the BSMS were Mr Rajeev Chitalia (also Chairman of the Council) Electrofocus Electricals Pvt Ltd., Mumbai; Mr Uday Adhikari, Al-Aziz Plastics Pvt. Ltd., Mumbai; Mr Haridasan Thonamakkil, Family Plastics and Thermoware, Thiruvananthapuram; Mr Anjan Bhattacharya, J K Sons Engineers Pvt Ltd., Kolkata; Mr Gaurang Mehta, M S M Refill Manufacturers, Mumbai; Mr Niraj Doshi, Mina Polypack Pvt. Ltd., Rajkot; Mr Manoj Agarwal, Mittal Polypack Pvt.Ltd, Kolkata; Mr Shrenik Doshi, Muscat Polymers Pvt. Ltd, Rajkot; Mr Ravinder Singh Sahani, Ravi Overseas, Indore; Mr Dinesh Juneja, Standard Prime Export (Indore) Pvt.Ltd., Indore; Mr Rajendra Chopra, Shree Chakreshwari Industries, Mumbai and Mr Shabbir Asgar Gandhi, Trade Systems Corporation, Mumbai.

Mr R P Kalyanpur, Executive Director accompanied the Council's team and an attractive brochure in Spanish was brought out on this occasion for free distribution among visitors to the BSM.

#### **5. REVERSE BUYER-SELLER MEET IN HYDERABAD TO COINCIDE WITH POLY INDIA 2011 IN HYDERABAD BETWEEN 9<sup>th</sup> & 11<sup>th</sup> November 2011 (UNDER MARKET ACCESS INITIATIVE)**

Under the Government of India's Market Access Initiative Scheme (MAI Scheme), the Council sponsored a Reverse Buyer-Seller Meet (RBSM) to coincide with the Poly India 2011 Trade Show held from November 09-11, 2011, at the Hyderabad International Trade Expositions Limited (Hitex) Fairground, in Hyderabad. This was the First International Exhibition & Conference on Polymers and Plastics, organized by the Department of Chemicals & Petrochemicals, Government of India, and the Government of Andhra Pradesh, along with CIPET and FICCI. The Council was one of the supporting associates of this Show along with AIPMA, TAPMA and APPMA. The Poly India 2011 Trade Show showcased advanced application of polymers and plastics in Aviation, Telecommunication, Automobile and other emerging areas.

The Council invited overseas buyers dealing in plastics from over 20 countries in the focus regions in Africa, CIS, LAC and ASEAN to participate in the Reverse Buyer-Seller Meet. The main idea was to provide a platform for one-to-one interactions for Indian exhibitors and visitors from the plastics industry with the overseas buyers and to expose entrepreneurs in the Indian plastics industry to the opportunities for their goods in international markets. Twenty one buyers from Ethiopia, Tanzania, Uzbekistan and Vietnam were sponsored to participate in this Reverse Buyer-Seller Meet.

Around 65 exhibitors exhibited in the Show and around 2000 visitors are estimated to have visited the Show comprising Distributors/Dealers, Wholesalers and Retailers in the plastics sector. The Council had taken a 27 square metres booth (E-01) at the Show where the RBSM was held. The potential business generated from organizing this RBSM is estimated at USD 2 billion in the next 6-12 months, with progressive growth thereafter.

With Plastics growing phenomenally globally, the main objective of organizing the Reverse Buyer-Seller Meet was to create awareness for the Indian plastics Industry to look aggressively at overseas markets, and some of the business opportunities that were envisaged for the Indian plastics industry by the organization of this Reverse Buyer-Seller Meet were opportunities for one-to-one interactions with overseas buyers for our members and the plastics industry; identify Joint venture partners and project collaborators; opportunities for Transfer of technology, Joint Venture, R & D etc; technology adaptation and upgradation; business tie-ups and collaborations & to explore Contract Manufacturing opportunities.

Based on the referrals and recommendations received from the Indian overseas Missions, the overseas buyers were invited, and 21 overseas buyers from Ethiopia, Tanzania, Uzbekistan and Vietnam participated in the RBSM held in Hyderabad. The buyers expressed satisfaction with the business meetings organized by the Council and also in their interactions/meetings with the Poly India 2011 Exhibitors

At the conferences organized by FICCI in the Hyderabad International Convention Centre, Mr R.P. Kalyanpur, Executive Director, chaired the third session on "Export Potential of Plastic Industries and New Developments in the Plastics Sector". Mr Sanjiv Dewan, Regional Director, New Delhi made a presentation on "Export Potential for Plastic Products" and Mr D.R.S.P. Raju, a Council member, made a presentation on "The Raffia Industry – The success story in Exports" during the Conference".

#### **6. SEMINARS/WORKSHOPS**

##### **6.1. Seminar on "Export Potential for Plastic Products" – New Delhi – April 15, 2011**

The Council organized a Seminar on the 'Export potential for plastic products' on April 15, 2011 afternoon, at The Lalit Hotel, New Delhi. The seminar was organized to disseminate updated export-related information to members. Mr. Nilotpal Biswas Regional Director, made a Powerpoint Presentation on 'Export potential for plastic products' giving an overview of the Indian plastics sector and highlighted the growth of product-wise exports over the last few years and also the major export markets where plastic products were exported to. He highlighted the

enormous opportunity available for Indian plastic products in overseas markets and gave an overview of the various strategies planned by the Council to aggressively grow the export of plastic products in the immediate future. Mr V.G. Mahajan, Deputy Director, made a presentation on the 'Revised MDA Scheme of the Department of Commerce' and mentioned that the scheme devised by the Department of Commerce, Government of India, was launched with an objective to assist exporters, particularly in the MSME sector, to facilitate their export promotion activities abroad, and highlighted the MDA availability and guidelines to members under the scheme as an export promotion initiative. Mr Jaswanth Soundarapandian, Regional Director, made a powerpoint presentation on the 'Export Promotion Activities of the Council planned for the current financial year 2011-12' giving a focus-region-wise and general area-wise break-up of the Trade Fairs and Buyer-Seller Meets that the Council proposed to participate/organize during the current financial year, and encouraged members to take the opportunity offered by the Council to participate in these events. The presentations were followed by an active open house discussion with members. Mr A.K. Basak, Regional Chairman, proposed the vote of thanks.

**6.2. Design Awareness Seminar – Kolkata – June 8, 2011**

The above Seminar was organized by the Council jointly with FICCI, supported by Ministry of MSME, Government of India and in co-ordination with National Institute of Design, Ahmedabad. This Design Awareness Seminar, an initiative under the Design Clinic Scheme of Ministry of MSME, Government of India, has been launched under National Manufacturing Competitiveness programme. The objective of the seminar was to sensitize the usage of design in Production Process for Plastic Industry.

Ms. Nayantara Palchoudhuri, Member, FICCI Executive Committee & Member, FICCI MSME Committee delivered the welcome address. Mr A K Basak, Regional Chairman addressed the gathering. In his address, Mr Basak mentioned that Product Design is a key to any organisational success and it has become an essential activity for firms competing in a global environment. Product design drives organizational success because it directly and significantly impacts nearly all of the critical determinants for success. In the technical session Mr. Ashok Mondal, Coordinator, Design Clinic Scheme, East Zone, National Institute of Design made a detail presentation on the Scheme. Prof. Shantanu Jena, Industrial designer and Mr. Sukriti Saha, Communication Designer made a detail presentation on product designing. Around 35 member exporters attended the seminar. The seminar concluded with an interactive session with the participants

**6.3. Export Promotion Seminar on 'Investment opportunities for petrochemical based industries in the Mangalore SEZ' and 'Export Finance and funding options for the MSME Sector' – Bangalore – June 24, 2011**

The Council's Chairman, Mr Manoj Agarwal, delivered the welcome address. This seminar was organized to highlight the opportunities and benefits of investing in the Mangalore Special Economic Zone (MSEZ), being set up on 4000 acres of land by a consortium comprising M/s ONGC, IL&FS and the Government of Karnataka. The MSEZ, currently notified a sector-specific (Petrochemicals & Petroleum) SEZ, is proposed to be upgraded to a multiproduct SEZ. The powerpoint presentation on "Investment opportunities for Petrochemical based Industries in the Mangalore SEZ" was made by Mr T.S. Sashinath, Director, Mindsight Consulting, the Marketing Consultants of the Mangalore SEZ. He elucidated in detail, the features and benefits of the MSEZ such as the strategic location, close to a port, in close proximity to large feed stock supply sources including a naphtha cracker and refinery, easy access to procurement of low cost feed stocks and polymers from gulf for various industries, the excellent infrastructure support in terms of logistics, assured power and water supply, dedicated pipeline and road corridor from the port, ETP and other common residential, commercial and social facilities, self contained park for plastic products, environmental clearances obtained for the project from MoEF and the state Pollution Control Board. He also mentioned that the area offered excellent scope for setting various large petrochemical intermediate and associated downstream industries both for domestic and export markets, and that the developed land is now available for lease. A presentation on "Export finance & funding options for the MSME Sector" was also organized mainly for the benefit of MSME exporter members, as this would help them understand the various export financing options available to surmount high transaction costs involved in international trade, and to help them avail financial resources at attractive cost to compete better in international markets. This presentation was made by Mr H.B. Vaidya, Assistant General Manager & Relationship Manager, State Bank of India, Overseas Branch, Bangalore, who highlighted availability of the Bank's pre and post shipment export credit, and export bill rediscounting facilities at international rates linked to LIBOR. He also briefed members on the Bank's forex and treasury products including forward contracts, foreign currency options, interest rate swaps and currency rate swaps with the eligibility criteria. He also mentioned that an exclusive Treasury Marketing team had been set up in Bangalore to guide exporters on their requirements. The presentations were followed by an active open house discussion with members. Mr Atul Bhayani, Regional Chairman, proposed the vote of thanks.

**6.4. Export Seminar & Award Function – Mumbai – September, 2011**

The Council organized an Export Seminar & Export Award Function. Top exporting members for the years 2009-10 and 2010-11 were honoured at the hands of Mr Ashok Goel, President Plastindia Foundation on September 29, 2011 at the Regency Ball Room, Hotel HyattRegency, Mumbai.

The Chairman, Mr Manoj Agarwal welcomed the participants, and the Vice Chairman, Mr Rajeev Chitalia read the various messages received on the occasion. Mr Sanjeev Kumar, Deputy Secretary to the Government of India,

Department of Chemicals & Petrochemicals, Ministry of Chemicals & Fertilizers, Mr Satish Khanna, Managing Director, Al Fajer Information & Services, Dubai, Mr Dharamvir Singh, Section Officer in the Department of Commerce, Government of India and Mr Andres Ortiz, the Marketing Officer at our Embassy in Bogota, Colombia, graced the occasion with their presence.

Mr Ashok Goel, President of the Plastindia Foundation and the Vice Chairman and Managing Director of Essel Propack Ltd. was the Chief Guest at the function who distributed the Export Awards and delivered the keynote address. Mr Vaman V Parekh, Past Chairman of the Council and Chairman of Neelkamal Limited was the Guest of Honour who also addressed the audience. The Council also acknowledged the contributions of the Immediate Past Chairman, Mr Nimesh J Sayani with a citation at the hands of the Guest of Honour Mr Vaman V Parekh. Mr P.R. Subramanian, Senior Executive of the Chennai office of the Council was presented a memento on completing 25 years of service in the Council. Mr R.P. Kalyanpur, Executive Director of the Council proposed the vote of thanks.

**6.5. Seminar on Export Incentive – Kolkata – November 18, 2011**

The Council organized a Seminar on Export Incentive on Friday, 18th November 2011 at the Park Hotel Kolkata. Mr A K Basak, Regional Chairman (Eastern Region) welcomed the participants. Mr R C Chitalia, Chairman, addressed the gathering. Mr Agneswar Sen, Jt. Director General of Foreign Trade, O/o Zonal Jt. DGFT, Kolkata delivered an address on the "Foreign Trade Policy 2009-14 & major Incentives available for the Exporters". Mr Harsh Vardhan Umre, IRS, Dy Commissioner, Kolkata Customs delivered an address on "Role of Calcutta Customs and salient points of Duty Drawback". Mr Nilotpal Biswas, Regional Director made a presentation on NPE 2012 – the International Plastics Show Case and forthcoming Promotional activities of the Council. The presentations were followed by an interactive session with the participants. Mr G Sudhakar, Vice Chairman, PLEXCONCIL proposed the vote of thanks.

**6.6. Seminar on Enhancing Plastic Export to USA & NPE 2012- An Apt Vehicle, Ahmedabad – December 2, 2011**

The Council organized an export promotion Seminar on "Enhancing Plastics Exports to USA: NPE 2012 – An Apt Vehicle" on 02nd December, 2011 at the South Court, Hotel FORTUNE LANDMARK, Ahmedabad.

The seminar was mainly organized to give awareness about the export opportunities for plastic goods in the U.S. in particular, and in the North and South American Regions in general. Mr Rajeev Chitalia, Chairman, delivered the welcome address. Mr. Mahavir Khatang, President GSPMA also addressed the audience, Mr R.P. Kalyanpur, Executive Director, made a powerpoint presentation on "Enhancing Plastics Exports to USA" by tapping the huge export potential in both North and South America. He said that USA is having vast scope for export from the Indian plastic industry. Mr. Nilotpal Bishwas, regional Director made powerpoint presentation and explained the background on the Council's participation in the NPE Show 2012.

The seminar concluded with an interactive session with the members. Mr Sunit Hapani, active member of the Council proposed the vote of thanks.

**6.7. Seminar on 'Enhancing Plastics Exports to USA: NPE 2012 – An Apt Vehicle' – Chennai – December 08, 2011**

The Council organized an export promotion Seminar on "Enhancing Plastics Exports to USA: NPE 2012 – An Apt Vehicle" on Thursday, December 08, 2011 at the Residency Towers Hotel, Chennai.

The seminar was mainly organized to portray the export opportunities for plastic goods in the U.S. in particular, and in the North and South American Regions in general. Mr G. Sudhakar, Vice Chairman, delivered the welcome address. Mr R.P. Kalyanpur, Executive Director, made a powerpoint presentation on "Enhancing Plastics Exports to USA" by tapping the huge export potential in both North and South America. He said that USA had been showing signs of economic recovery and that the opportunities for exports from the Indian plastic industry were on the increase. He explained the background on the Council's participation in the NPE Show 2012 and stated that the Show was a leading plastics technology fair covering a wide spectrum of the plastic industry from plastic raw materials to a host of value-added custom molded items which include plastic components supply to OE (Original Equipment) Manufacturers and exhorted members to participate in the Show to enhance their exports to USA.

Mr Muthuraj, ITS, Joint Director General of Foreign Trade, Chennai, addressed members on the "Foreign Trade Policy 2009-14 and the major incentives available for Exporters" and addressed members' queries on the subject. A presentation on "Export finance & funding options for Exporters" was also organized mainly for the benefit of members, as this would help them understand the various export financing options available to surmount high transaction costs involved in international trade, and to help them avail financial resources at attractive cost to compete better in international markets. This presentation was made by Mr Sanjay Kumar, Vice President (Business Banking), Yes Bank Limited, Chennai, who highlighted availability of the Bank's pre and post shipment export credit, and export bill rediscounting facilities and other products. The seminar concluded with an interactive session with the members. Mr N. Srinivasan, Past Chairman, Plexconcil, proposed the vote of thanks.

**6.8. Seminar on 'Enhancing Plastics Exports to USA: NPE 2012 – An Apt Vehicle' – Bangalore – December 09, 2011**

The Council organized an export promotion Seminar on "Enhancing Plastics Exports to USA: NPE 2012 – An Apt Vehicle" on Friday, December 09, 2011 at the Trinity Isle Hotel, Bangalore.

The seminar was mainly organized to portray the export opportunities for plastic goods in USA in particular, as also in the North and South American Regions in general. Mr Ravish Kamath, Member-COA, Plexconcil, welcomed the members and Mr R.P. Kalyanpur, Executive Director, made a powerpoint presentation on "Enhancing Plastics Exports to USA". He explained the background on the Council's participation in the NPE Show 2012 and stated that the Show was a leading plastics technology fair covering a wide spectrum of the plastic industry from plastic raw materials to a host of value-added custom molded items which include plastic components supply to OE (Original Equipment) Manufacturers and exhorted members to participate in the Show to enhance their exports to USA.

Mr J.V. Patil, ITS, Joint Director General of Foreign Trade, Bangalore, addressed members on the "Foreign Trade Policy 2009-14 and the major incentives available for Exporters" and addressed members' queries on the subject. Mr Mohd. Yousaf, IRS, Additional Commissioner of Customs, ICD Bangalore, also addressed members on the "Role of the Customs Department in facilitating Exports" and addressed members' on the issues connected with the Customs Department..

Further, a presentation on "Export finance & funding options for Exporters" was also organized to help members understand the various export financing options available to surmount high transaction costs involved in international trade, and to help them avail financial resources at attractive cost to compete better in international markets. This presentation was made by Mr Sharadchandra Bhise Vice President & Cluster Business Leader, Yes Bank Limited, Bangalore, who highlighted availability of the Bank's pre and post shipment export credit, and other products for exporters. The seminar concluded with an interactive session with the members. Mr Jaswanth Soundarapandian, Regional Director, Plexconcil, proposed the vote of thanks.

#### **6.9. Export Seminar – February 04, 2012 - Hotel "The Metropolitan" – New Delhi**

The above seminar organized by the Council covered ECGC Schemes for Exporters; Export Promotion Activities of the Council & MDA & MAI Schemes of the Department of Commerce

Mr. Niraj Gupta, Branch Manager, ECGC, New Delhi, gave an elaborate power point presentation, explaining the various Schemes of ECGC, with particular focus on the small and medium exporter. This was followed by a presentation by Mr. Nilotpal Biswas, Regional Director, Plexconcil (Kolkata Office), on the various Export Promotion activities of the Council, both under MDA & MAI. He also gave a detailed presentation, on the Council's planned participation at the NPE 2012 trade show in Orlando, USA, in April 2012. The final presentation of the seminar on financial assistance to small and medium exporters under the MDA Scheme of the Department of Commerce, Ministry of Commerce & Industry, was made by Mr. Sanjiv R.Dewan, Regional Director (Delhi Office). This seminar concluded with an interactive session with the participants, who had some queries on the MDA Scheme.

#### **Drawback Committee Meeting regarding All Industry Rates of Duty Drawback, 2011 – 12 – June 04, 2011, Hotel Taj Palace, New Delhi**

The meeting was chaired by Mr. Najib Shah, Joint Secretary (Drawback). The Council had received data only from one member i.e. M/s Garware – Wall Ropes Ltd., Pune, for an upward revision of the Drawback rate for fishnets from 12% to 17% of FOB value.

Mr. S.S.Rajpathak of M/s Garware – Wall Ropes Ltd., made a presentation before the Drawback Committee, justifying the increase in the above drawback rate. During the course of his presentation, he also mentioned that officials from the Drawback Division had also visited Garware's plant about 4 years back for verification of their production process.

Mr. Sanjiv R. Dewan, Regional Director represented Plexconcil at the above meeting.

#### **First meeting of the Sub-Group on Chemicals Exports under the Planning Commission Working Group "Boosting India's Manufacturing Exports" for the Twelfth Five Year Plan (2012 – 17) – June 09, 2011 – Udyog Bhawan, New Delhi**

The above meeting was chaired by Mr. Rajeev Kher, IAS, Additional Secretary, Department of Commerce.

Some of the bottlenecks towards growth in exports, in the Chemicals sector, that were highlighted at the meeting were as below:-

- (1) Poor feedstock availability in the country
- (2) Lack of R&D
- (3) Poor infrastructure for export
- (4) Industry highly fragmented in the plastics sector
- (5) Environmental issues

Plexconcil representatives informed Mr. Kher, that plastic exports from the country constituted about 10% to 12% of the total production of plastics in the country. Low production capacity of individual units, being a big constraint to exports in the plastics sector, it was highlighted by Mr. Kher that consolidation in the plastics industry is essential and this would be one of the major strategies for boosting export from this sector, apart from technological upgradation in the sector. The issue of setting up of plastic parks and progress on PCPIR's was also discussed at the meeting.

Mr. Manoj Agarwal, Chairman, Mr. R.P.Kalyanpur, Executive Director and Mr. Sanjiv R. Dewan, Regional Director represented Plexconcil at the above meeting.

#### **Meeting on India – Chile PTA – June 14, 2011 – Udyog Bhawan, New Delhi**

The above meeting was chaired by Mr. Anup Wadhwa, IAS, Joint Secretary, Department of Commerce

All EPC's were asked to furnish the following inputs:

**1. Inputs on Chile's Wish List** – EPC's were asked to indicate the MOP (Margin of Preference) ranging from 20% to 100% on each of the items in Chile's Wish List at the 8 digit level. In case no duty concession could be given, and the item was to be excluded from the Wish List, then that was to be highlighted, with some justification

**2. Inputs on India's Wish List** – India's wish list of 1067 items was handed over, and comments if any, were to be furnished by 20.6.2011. A 100% MOP has been sought by India from Chile on the top 340 items in this Wish List (FIBC's - 63053200, Woven fabrics - 54072000, and Spectacle lenses of other materials - 90015000, formed a part of this top 340 items.). On items from serial no. 341 to 658 in the wish list, an MOP ranging from 20% to 50% was sought, while no MOP was indicated on the remaining items in the list. A further expansion of this list beyond 1067 items, is unlikely, and new items can only be included (with proper justification) at the cost of some other items existing in the list, i.e. it would be a process of elimination, rather than increasing the overall list, as mentioned in the meeting. The current level of duty in Chile is 6%, which is amongst the lowest in the LAC region.

Mr. Sanjiv R. Dewan, Regional Director represented Plexconcil at the above meeting.

#### **Second Meeting of the Sub-Group on Chemicals under the Planning Commission Working Group “Boosting India’s Manufacturing Goods” for the 12<sup>th</sup> Five Year Plan – June 22, 2011 – Udyog Bhawan, New Delhi**

The second meeting of the Sub-Group on Chemicals under the Planning Commission Working Group on “Boosting India’s Manufacturing Exports” for the twelfth Five Year Plan

was held under the Chairmanship of Shri Rajeev Kher, IAS, Additional Secretary, Department of Commerce.

During the first preliminary meeting held on 9.6.2011, a brief outline of the manufacturing capacity of the chemical sector and the issues/constraints related thereto was circulated among all the members and they were requested to furnish the details on these lines.

Chairman welcomed all the participants and enquired about the present status of the issues discussed during the last meeting. It was informed that preliminary detailed papers have been submitted by Chemexcil, Plexconcil and Pharmexcil. These papers were discussed in detail. The Chairman specifically enquired about the chemical manufacturing plan/capacities from the representatives of the Department of Chemicals & Petrochemicals. He also further enquired from the Chemexcil/Plexconcil about its effects downstream. The issues related to refining capacities, feedstock and clusters were also discussed in detail. The issues related to technology upgradation, REACH, shortage of power and development of high standards in the plastic consumer industry so as to have an edge in exports were also discussed at great length.

### **Sectoral Review meeting with EPCs – June 29, 2011 – Udyog Bhawan, New Delhi**

The above meeting was chaired by **Dr. Anup Pujari, DGFT**. Some of the major issues relating to the FTP, suggested by Plexconcil at the meeting were:

#### **FTP initiative to facilitate joint marketing**

The Council suggested that joint marketing by a group of manufacturers, manufacturing plastic items through the same outlets/clientele will facilitate aggressive marketing. However, such an initiative as a stand alone activity may not work (based on the experience in this Council) since there is a resistance for manufacturers to work as a team jointly. If there is a policy initiative that will facilitate the formation of SPVs to jointly market in the overseas, possibly in terms of making SPVs eligible for scrip and special MDA/MAI considerations, this concept may take off.

#### **FTP initiative to export high technology items like plastic components to Original Equipment Manufacturers and high technology items in the composite sector.**

A similar initiative as above in terms of issue of duty free scrip must be conceived.

#### **Market-linked Focus Product scheme**

It has been observed that even though Europe and USA constitute the largest trading partners for value-added products, the top items exported by us are not necessarily the top items of imports of these countries. Market-linked products from the plastic sector must be considered for duty free scrip's under this scheme for which the Council will compile the data. This will go a long way in facilitating the strategy that new products be added to existing markets. This exercise can also be done for new markets.

**Have only a positive value-addition under the Advance Authorisation Scheme**

Earlier, only positive value-addition was allowed. The logic behind minimum value-addition was to dissuade conversion of Forex earned thru unofficial means when more lucrative rates were available. This situation no longer exists.

Positive value-addition will provide more flexibility to exporter in terms of being more competitive and combating volatility in Forex rates, raw material prices and other market forces.

**Mr. Rajeev Chitalia, Vice Chairman, Mr. R.P.Kalyanpur, Executive Director and Mr. Sanjiv R. Dewan, Regional Director** represented Plexconcil at the above meeting.

**Meeting under the Chairmanship of Additional DGFT & Zonal DGFT, CLA – August 08, 2011 – I.P.Bhawan – I.P.Estate , New Delhi**

The above meeting was held with Customs Authorities of Delhi and NCR area and Regional Authorities of Northern Zone to discuss the issues arising at Regional Authorities level during examination for redemption of authorisations issued under various Export Promotion Schemes.

Plexconcil took up specific cases received from some of the members, pertaining to redemption of DFIA / EPCG authorisations and online access at Nhava Sheva customs.

**Mr. Sanjiv R. Dewan, Regional Director** represented Plexconcil at the above meeting.

**Meeting to discuss the Report of The Sub-Group on Petrochemicals for the 12<sup>th</sup> Five Year Plan held under the Chairpersonship of Joint Secretary (Petrochemicals) – August 29, 2011 - Shastri Bhawan, New Delhi**

Joint Secretary (Petrochemicals) welcomed the participants and asked the Industry associations to make the presentation on the Sub-Group Report.

On behalf of Association of Synthetic Fibre Industry (ASFI), The All India Plastic Manufacturers Association (AIPMA), Organization of Plastic Processors of India (OPPI), and Indian Centre of Plastics in Environment (ICPE), the Chemicals & Petrochemicals Manufacturers Association (CPMA) made the PowerPoint presentation highlighting the following:

- Objectives of the 12<sup>th</sup> Five Year Plan.
- Performance of Petrochemicals during the 11<sup>th</sup> five year Plan.
- Projections for the 12<sup>th</sup> Five Year Plan.
- New capacity additions planned for the 12<sup>th</sup> Five year Plan.
- Employment potential both in the upstream petrochemicals and downstream Plastic processing industry.
- Status of recycling industry.
- Issues for sustainable growth.
- Recommendations on fiscal and non-fiscal issues.

**Mr. Sanjiv R. Dewan, Regional Director** represented Council at the above meeting.

**First meeting of the re – constituted Plastic Development Council – September 05, 2011 – Shastri Bhawan**

The above meeting was held under the chairmanship of **Shri K. Jose Cyriac, Secretary to The Government of India, Department of Chemicals & Petrochemicals.**

The agenda for the meeting was:

- 1 Profile of the Plastic Processing Industry and performance and growth of the sub-sectors in Plastic Processing Industry during 11<sup>th</sup> Five Year Plan (2006 – 07 to 2011 – 12)
- 2 Growth prospects of the different sub – sectors during 12<sup>th</sup> Plan and beyond up to 2025
- 3 Technology status of the industry and issues needs to be taken up in the 12<sup>th</sup> Five Year Plan
- 4 Initiatives of the industry on Human Resource / Skill Development initiatives (Current / Proposed)
- 5 Implementation of quality standards by industry
- 6 Export performance, constraints faced by the exporters and Export promotional measures needed during the 12<sup>th</sup> Five Year Plan

The Council made a power point presentation on Export performance, constraints faced by the exporters and Export promotional measures needed during 12<sup>th</sup> Five Year Plan

Some of the key issues highlighted at the above meeting were:-

- Packaging industry consumes about 50% of plastics
- Machines are 30 years old in plastics industry with very low output
- Technically advanced machines consume lesser power with much higher productivity
- Key Thrust areas for Plastics
  - Packaging
  - Healthcare & Pharma
  - Infrastructure Development (Housing, Road, Construction etc.)
  - Agriculture
  - Water Management etc.

**Mr. R.P.Kalyanpur, Executive Director & Mr. Sanjiv R.Dewan, Regional Director** represented Council at the above meeting.

**Meeting on Stakeholders consultation with Minister for Commerce Industry & Textile regarding Sectoral Performance of Exports – October 07, 2011 – Udyog Bhawan**

The issues raised by the Vice Chairman, Plexconcil, Mr. G.Sudhakar at the above meeting were as below:

- Interest subvention should be extended to the Plastics sector, as this sector is also labour intensive.

- Drawback rates for the plastics sector are much lower as compared to the DEPB rates. Since DEPB has now been phased out, an upward revision of the DBK rates is urgently needed.
- Skilled labour is not easily available for the plastics sector, despite the high wages, and it is also very difficult to retain skilled labour.
- Port congestion, particularly at Tamil Nadu is a major bottleneck.
- Though growth in exports so far has been encouraging from the plastics sector, with over 50% growth in the first quarter of this financial year, this trend may not continue in the future, if the problems highlighted above are not urgently addressed.

The Commerce secretary made the following remarks at the end of the meeting:

- Interest Subvention will be extended to some of the labour intensive sectors and also cover all MSME enterprises
- Banks are unwilling to extend foreign currency denominated credit, in order to prevent speculation, due to high exchange rate volatility.
- High time the Councils moved out of their traditional/regular markets, and made an honest attempt to diversify/ promote exports to other potential markets.

The Commerce Minister made the following concluding remarks:

- The cost of credit issue has been taken up strongly with the Finance Minister.
- Some ASEAN, Middle East, LAC and African countries are doing well despite the economic slowdown. Must focus on these regions, rather than being too dependent on the US and EU.
- There has also been a surge in imports due to rising oil prices, and other factors.

**Mr. G. Sudhakar, Vice Chairman & Mr. Sanjiv R. Dewan, Regional Director** represented Council at the above meeting.

**Sectoral Review Meetings with EPCs, Commodity Boards and Trade Associations – February 15, 2012 – Udyog Bhawan – New Delhi**

The above meeting was chaired by Dr. Anup K. Pujari, IAS, Director General of Foreign Trade.

Some of the major points suggested by the Council at the meeting were :-

- Policy initiatives to facilitate joint marketing by a group of plastic processors
- Policy initiative to encourage export of plastic consumer goods in Indian brand.
- Policy initiative to encourage export of plastic components and composites to Original Equipment Manufacturers (OEM)
- Inclusion of value added plastic items in Market Linked Focus Product Scheme to the EU and USA

- Transferability to Actual Users in the same sector under SHIS must be permitted
- Import of plastic scrap (not waste) and recycled plastic granules must be allowed against Advance Authorisation Scheme
- Interest subvention benefits must be extended to the plastic sector
- Paperless procedures must be expedited
- Manufacturer-exporters in landlocked areas (who are far away from the ports) must be given some incentives to compensate for the very high inland transport rates

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**MEMBERSHIP POSITION****Membership position as on 31st March 2012**

	<b>Manufacturer Category</b>	<b>Merchant Exporter</b>	<b>Honorary</b>	<b>TOTAL</b>
<b>WESTERN REGION</b>	<b>1023</b>	<b>250</b>	<b>6</b>	<b>1279</b>
	924	227	6	1157
<b>EASTERN REGION</b>	<b>117</b>	<b>52</b>	<b>0</b>	<b>169</b>
	115	42	0	157
<b>SOUTHERN REGION-</b>	<b>385</b>	<b>77</b>	<b>1</b>	<b>463</b>
	373	66	1	440
<b>NORTHERN REGION</b>	<b>301</b>	<b>78</b>	<b>0</b>	<b>379</b>
	258	74	0	332
<b>TOTAL (as on 31.03.2012)</b>	<b>1826</b>	<b>457</b>	<b>7</b>	<b>2290</b>
TOTAL (as on 31.03.2011)	1670	409	7	2086

**Western Region Break-up**

	<b>Manufacturer Category</b>	<b>Merchant Exporter</b>	<b>Honorary</b>	<b>TOTAL</b>
<b>Maharashtra</b>	<b>656</b>	<b>185</b>	<b>6</b>	<b>847</b>
	606	177	6	789
<b>Gujarat</b>	<b>296</b>	<b>54</b>	<b>0</b>	<b>350</b>
	254	40	0	294
<b>Madhya Pradesh</b>	<b>35</b>	<b>8</b>	<b>0</b>	<b>43</b>
	32	6	0	38
<b>Daman &amp; Diu (U.T.)</b>	<b>21</b>	<b>3</b>	<b>0</b>	<b>24</b>
	18	4	0	22
<b>Goa</b>	<b>15</b>	<b>0</b>	<b>0</b>	<b>15</b>
	14	0	0	14
<b>TOTAL (as on 31.03.2012)</b>	<b>1023</b>	<b>250</b>	<b>6</b>	<b>1279</b>
TOTAL (as on 31.03.2011)	924	227	6	1157

**Eastern Region Break-up**

	<b>Manufacturer Category</b>	<b>Merchant Exporter</b>	<b>Honorary</b>	<b>TOTAL</b>
<b>West Bengal</b>	<b>111</b>	<b>52</b>	<b>0</b>	<b>163</b>
	110	42	0	152
<b>Jharkhand</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
	2	0	0	2
<b>Assam</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>
	2	0	0	2
<b>Chhattishgarh</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>1</b>
	0	0	0	0
<b>Orissa</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>2</b>
	1	0	0	1
<b>TOTAL (as on 31.03.2012)</b>	<b>117</b>	<b>52</b>	<b>0</b>	<b>169</b>
TOTAL (as on 31.03.2011)	115	42	0	157

**Southern Region Break-up**

	<b>Manufacturer Category</b>	<b>Merchant Exporter</b>	<b>Honorary</b>	<b>TOTAL</b>
<b>Andhra Pradesh</b>	<b>64</b>	<b>6</b>	<b>0</b>	<b>70</b>
	63	4	0	67
<b>Karnataka</b>	<b>101</b>	<b>14</b>	<b>0</b>	<b>115</b>
	99	13	0	112
<b>Kerala</b>	<b>27</b>	<b>5</b>	<b>0</b>	<b>32</b>
	22	5	0	27
<b>Pondicherry</b>	<b>7</b>	<b>0</b>	<b>0</b>	<b>7</b>
	10	1	0	11
<b>Tamil Nadu</b>	<b>186</b>	<b>52</b>	<b>1</b>	<b>239</b>
	179	43	1	223
<b>TOTAL (as on 31.03.2012)</b>	<b>385</b>	<b>77</b>	<b>1</b>	<b>463</b>
TOTAL (as on 31.03.2011)	373	66	1	440

**Northern Region Break-up**

	<b>Manufacturer Category</b>	<b>Merchant Exporter</b>	<b>Honorary</b>	<b>TOTAL</b>
<b>Delhi</b>	<b>145</b>	<b>56</b>	<b>0</b>	<b>201</b>
	124	53	0	177
<b>Rajasthan</b>	<b>29</b>	<b>2</b>	<b>0</b>	<b>31</b>
	24	2	0	26
<b>Haryana</b>	<b>31</b>	<b>6</b>	<b>0</b>	<b>37</b>
	27	4	0	31
<b>Punjab</b>	<b>19</b>	<b>3</b>	<b>0</b>	<b>22</b>
	20	3	0	23
<b>Himachal Pradesh</b>	<b>7</b>	<b>0</b>	<b>0</b>	<b>7</b>
	5	0	0	5
<b>Uttaranchal</b>	<b>6</b>	<b>1</b>	<b>0</b>	<b>7</b>
	5	0	0	5
<b>Uttar Pradesh</b>	<b>64</b>	<b>10</b>	<b>0</b>	<b>74</b>
	53	12	0	65
<b>TOTAL(as on 31.03.2012)</b>	<b>301</b>	<b>78</b>	<b>0</b>	<b>379</b>
TOTAL(as on 31.03.2011)	258	74	0	332

(Figures in **bold** are for 2011-2012 & others are for 2010-2011)

**1. Attendance of Committee of Administration (COA) Members at COA Meetings**

Total number of meetings: 5 (Five)

Meetings were held on 29/09/2011 in Mumbai; 18/11/2011 in Kolkata; 04/02/2012 in New Delhi; 18/05/2012 in Bangalore & 27/07/2012 in Mumbai

<b>Name of COA Member</b>	<b>No of Meetings attended</b>	<b>Name of COA Member</b>	<b>No of Meetings attended</b>
Mr. Makrand Appalwar	3	Mr Kailash Murarka	3
Mr. Shivam Bansal	3	Mr R Panchpakesan	4
Mr. A K Basak	4	Mr Ashwin Rajpurohit	3
Mr. Rajeev Batra	0	Mr S Ramakrishnan	4
Mr. C L Bhandari	4	Mr. Mahendra Sanghvi	0
Mr. Atul Bhayani	4	Mr. Nemish Sayani	3
Mr PKC Bose	0	Mr Dapinder Paul Singh	4
Mr. R C Chitalia	5	Mr. Madan Mohan Singi	3
Mr Anuj Chhabra	1	Mr. N Srinivasan	0
Mr. Rajendra Chopra	3	Mr. G Sudhakar	5
Mr. Arvind Goenka	4	Mr. Gaurav Swarup	0
Mr Laxman Gujarathi	0	Mr. Pradip Thakkar	4
Mr D K Jain	1	Government Nominee – Deptt of Commerce	0
Mr Dinesh Juneja	3	Government Nominee – Deptt of Chemicals & Petrochemicals	1
Mr. Ravish Kamath	2	Government Nominee – Export Commissioner	0
Mr R C Lohia	4		



**BALANCE SHEET**  
**&**  
**INCOME & EXPENDITURE ACCOUNT**  
**2011 - 2012**

**THE PLASTICS EXPORT PROMOTION COUNCIL**  

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**(LIMITED BY GUARANTEE)**

**THE PLASTICS EXPORT PROMOTION COUNCIL**  
(LIMITED BY GUARANTEE)

**FINANCIAL HIGHLIGHTS****(RUPEES IN ' 000)**

PARTICULARS	2011-12	2010-11
Income from Activities	40107	46011
Investment & Other Income	4816	1615
Transfer from Reserves	0	0
Expenditure on the Objects	22084	24390
Expenditure – Establishment & Miscellaneous	19720	22675
(Deficit) / Surplus during the year	3118	561

**RESPONSIBILITY STATEMENT AS PER SEC.217 (2AA) OF COMPANIES ACT 1956**

The Members of the Committee of Administration confirm:

- 1) That in preparation of annual accounts, the applicable accounting standards have been followed.
- 2) That the Committee of Administration has selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of state of affairs of the Council at the end of the Financial Year ended 31<sup>st</sup> March, 2012.
- 3) That the Committee of Administration had taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of Companies Act 1956 for safeguarding the assets of the company and for preventing and detecting fraud and other irregularities,
- 4) That the Committee of Administration has prepared the annual accounts on going concern basis.

**AUDITORS**

N.P.Patwa & Co. Chartered Accountant are the statutory auditor, who retire at the ensuing general meeting of members, offers themselves for reappointment.

FOR THE PLASTICS EXPORT PROMOTION COUNCIL

Sd/-  
Rajeev Chitalia - CHAIRMAN

Sd/-  
G.Sudhakar - VICE CHAIRMAN

Sd/-  
R P Kalyanpur - EXECUTIVE DIRECTOR

Mumbai  
Dated: 27.07.2012

102, Sudaiv, Plot No. 97  
Hindu Colony Road No. 3  
Dadar(Cr.), Mumbai - 400 014

**N. P. PATWA & CO.**  
**CHARTERED ACCOUNTANTS**

Phone: 24114590 24115870 • Telefax: 24118146

## AUDITOR'S REPORT

**TO**  
**THE MEMBERS OF**  
**THE PLASTICS EXPORT PROMOTION**  
**COUNCIL (LIMITED BY GUARANTEE)**

We have audited the attached Balance Sheet of THE PLASTICS EXPORT PROMOTION COUNCIL, Mumbai (Limited by Guarantee) as at 31st March, 2012 and also the Income and Expenditure Account for the year ended on that date annexed thereto. These financial statements are the responsibility of the Committee of Administration of the Council. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates by the Committee of Administration, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

As the Council is registered under section 25 of the Act, the clauses under the Companies (Auditor Report) order, 2003 are not applicable and hence, not reported.

We report that: -

- a) We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purposes of our audit.
- b) In our opinion, proper Books of Account as required by law have been kept by the Council so far as it appears from our examination of those books and proper returns adequate for the purposes of our audit have been received from the regional offices not visited by us.
- c) The Balance Sheet and Income and Expenditure Account dealt with in this report are in agreement with the Books of Account and returns.
- d) The Balance Sheet and Income and Expenditure Account have been prepared in compliance with the Accounting Standards referred to in Section 211(3C) of the Companies Act, 1956 (hereinafter referred to as the 'Act'), to the extent applicable.
- e) On the bases of written representation received from the members of committee of administration (COA) and taken on record by the council, none of the members of COA are disqualified as on 31.03.2012 from being appointed as members of the COA.
- f) In our opinion and to the best of our information and according to the explanations given to us, the said accounts read together with the significant accounting policies and other notes appearing in Schedule '16' and those elsewhere in the financial statements, give the information required by the "Act", in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India :
  - (i) In the case of the Balance Sheet, of the state of affairs of the Council as at 31<sup>st</sup> March, 2012.  
And
  - (ii) In the case of Income and Expenditure Account, of the surplus of the Council for the year ended on that date.

**For N P PATWA & COMPANY**

**Chartered Accountants**

Sd/-

**(Jitendra C Shah)**

**Partner**

M.No.42384

Mumbai,

DATED: 27.07.2012

**THE PLASTICS EXPORT PROMOTION COUNCIL (LIMITED BY LIABILITY)  
BALANCE SHEET AS AT 31<sup>st</sup> March 2012**

<b>CORPUS/CAPITAL FUND AND LIABILITIES</b>	<b>Schedule</b>	<b>As at 31.3.2012</b>	
CORPUS/CAPITAL FUND ETC.	1	4,55,05,756	
RESERVES AND SURPLUS	2	1,14,22,687	
EARMARKED FUNDS	3	28,23,350	
CURRENT LIABILITIES AND PROVISIONS	4	2,26,55,935	
<b>TOTAL</b>		<b>8,24,07,731</b>	
<b>ASSETS</b>			
FIXED ASSETS	5	1,08,60,517	
CURRENT ASSETS, LOANS, ADVANCES ETC.	6	7,15,47,214	
<b>TOTAL</b>		<b>8,24,07,731</b>	
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	16		

SCHEDULES REFERRED TO ABOVE FORM AN INTEGRAL PART OF THE FINANCIAL STATEMENTS  
AS PER OUR ATTACHED REPORT OF EVEN DATE

**For N.P.Patwa & Company**  
**Chartered Accountants**

**For The Plastics Export Prom**

Sd/-  
(Jitendra C Shah)  
**PARTNER**  
**M.No.42384**

Sd/-  
(Rajeev Chitalia)  
**CHAIRMAN**

**Mumbai**  
**Dated: 27.07.2012**

Sd/-  
(R P Kalyanpur)  
**EXECUTIVE DIRECTOR**

**THE PLASTICS EXPORT PROMOTION COUNCIL (LIMITED BY LIABILITY)  
INCOME & EXPENDITURE AS AT 31<sup>st</sup> March 2012**

(Amount in Rupees)

<b>INCOME</b>	<b>Schedule</b>	<b>FOR THE YEAR ENDED 31ST MARCH, 2012</b>	<b>FOR THE YEAR ENDED 31ST MARCH, 2011</b>
Event - Participation Charges	7	1,52,33,669	1,96,27,087
Grants	8	79,22,505	95,66,632
Membership Fees	9	1,65,40,000	1,63,62,000
Income from Publication	10	4,10,435	1,96,477
Interest Earned	11	13,23,339	6,63,946
Other Income	12	34,92,169	12,10,466
<b>TOTAL (A)</b>		<b>4,49,22,116</b>	<b>4,76,26,608</b>
<b>EXPENDITURE</b>			
Code Activity Expenses	13	1,85,40,895	2,37,11,480
Establishment Expenses	14	1,37,40,928	1,71,05,804
Other Administrative Expenses	15	52,35,631	48,97,621
Expenses on objects of the council	15 A	35,43,466	6,78,783
Depreciation		7,43,127	6,72,164
<b>TOTAL (B)</b>		<b>4,18,04,047</b>	<b>4,70,65,852</b>
<b>SURPLUS FOR THE YEAR CARRIED TO BALANCE SHEET (A-B)</b>		<b>31,18,069</b>	<b>5,60,756</b>
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	16		

SCHEDULES REFERRED TO ABOVE FORM AN INTEGRAL PART OF THE FINANCIAL STATEMENTS

**For N.P.Patwa & Company  
Chartered Accountants**

**For The Plastics Export Promotion Council**

Sd/-  
(Jitendra C Shah)  
PARTNER  
M.No.42384

Sd/-  
(Rajeev Chitalia)  
CHAIRMAN

Sd/-  
(G.Sudhakar)  
VICE CHAIRMAN

Sd/-  
(R P Kalyanpur)  
(EXECUTIVE DIRECTOR)

Mumbai  
Dated: 27.07.2012

**THE PLASTICS EXPORT PROMOTION COUNCIL (LIMITED BY LIABILITY)**  
**SCHEDULES ANNEXED TO AND FORMING PART OF THE FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31ST MARCH, 2012**

(Amount in Rupee)

	As at 31.3.2012		As at 31.3.2011	
	<b><u>SCHEDULE 1- CORPUS/CAPITAL FUND ETC.</u></b>			
Balance as at the beginning of the year	4,10,49,056		3,67,06,754	
Add: Entrance Fees Received During the Year	18,95,000		15,62,000	
Interest on Fixed Deposits	25,61,700		27,80,302	
		4,55,05,756		4,10,49,056
<b>TOTAL</b>		<b>4,55,05,756</b>		<b>4,10,49,056</b>
<b><u>SCHEDULE 2- RESERVES AND SURPLUS</u></b>				
General Reserve	83,04,618		77,43,863	
Add : Income and Expenditure Account Balance				
Surplus Carried from Income & Expenditure Account	31,18,069	1,14,22,687	5,60,756	83,04,619
<b>TOTAL</b>		<b>1,14,22,687</b>		<b>83,04,618</b>

**THE PLASTICS EXPORT PROMOTION COUNCIL (LIMITED BY LIABILITY)**  
**SCHEDULES ANNEXED TO AND FORMING PART OF THE FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31ST MARCH, 2012**

(Amount in Rupees)		
	As at 31.03.2012	As at 31.03.2011
<b><u>SCHEDULE 3 - EARMARKED FUNDS</u></b>		
Export Market Research, Development and Publicity Fund (Utilised)	28,23,350	28,23,350
<b>TOTAL</b>	<b>28,23,350</b>	<b>28,23,350</b>

	As at 31.03.2012	As at 31.03.2011
<b><u>SCHEDULE 4-CURRENT LIABILITIES AND PROVISIONS</u></b>		
<b>CURRENT LIABILITIES</b>		
Sundry Creditors for expenses	16,32,156	26,87,634
Advance Membership Fees Received	30,37,460	8,30,726
Advance Entrance Fees Received	-	25,000
Advance for Advertisement in Plexconcil Bulletin	-	28,000
Amount due to Members (Refer Note 1e (iii) Schedule 16)	24,86,609	44,60,686
Unspent Grant for Code Activities	18,81,274	1,89,041
Advance from members for Activities of Council	76,15,236	3,51,766
Provision for Leave Encashment	31,66,961	28,93,958
Provision for Gratuity Fund	-	32,32,964
Grant in Aid for MAI Project	63,00,000	-
Less: Utilised till the date of balance sheet	(11,33,432)	-
Less: Refund during the year	(24,36,568)	-
	27,30,000	-
Grant from DOCP for Plastics Park to Promote Cluster	-	18,57,600
Less: Utilised till the date of balance sheet	-	(13,80,791)
Less: Refund during the year	-	(4,76,809)
	-	-
<b>TOTAL</b>	<b>2,25,49,695</b>	<b>1,46,99,776</b>
<b><u>PROVISIONS</u></b>		
Provisions for Diminution in the Value of Fixed Assets	1,06,240	1,06,240
<b>TOTAL</b>	<b>2,26,55,935</b>	<b>1,48,06,016</b>

**THE PLASTICS EXPORT PROMOTION COUNCIL (LIMITED BY LIABILITY)**  
**SCHEDULES ANNEXED TO AND FORMING PART OF THE FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31ST MARCH, 2012**

(Amount in Rs.)											
<b>SCHEDULE 5- FIXED ASSETS</b>		<b>GROSS BLOCK ( AT COST)</b>				<b>DEPRECIATION</b>				<b>NET BLOCK</b>	
<b>DESCRIPTION</b>	<b>Rate of Depreciation</b>	<b>As on 1.4.2011</b>	<b>Additions during the year</b>	<b>Adjustment /Deduction</b>	<b>As on 31.3.2012</b>	<b>Upto 31.3.2011</b>	<b>For the Year</b>	<b>Adjustment /Deduction</b>	<b>Upto 31.3.2012</b>	<b>As at 31.3.2012</b>	<b>As at 31.3.2011</b>
BUILDINGS ON FREEHOLD LAND :											
- At Mumbai	5%	1,36,93,257	-	-	1,36,93,257	49,04,877	4,39,419	-	53,44,296	83,48,961	87,88,380
- At Kolkatta *	5%	20,80,927	-	-	20,80,927	7,17,655	68,164	-	7,85,819	12,95,108	13,63,272
PLANT, MACHINERY & EQUIPMENT	13.91%	12,90,119	7,737	(7,737)	12,90,119	10,07,799	39,269	-	10,47,068	2,43,051	2,82,320
<b>FURNITURE, FIXTURES &amp; OFFICE EQUIPMENT **</b>	18.10%	22,08,762	-	-	22,08,762	19,05,027	54,976	-	19,60,003	2,48,759	3,03,735
COMPUTER & PRINTERS	40%	9,74,484	1,36,050	(3,900)	11,06,634	8,09,450	68,951	-	8,78,401	2,28,233	1,65,034
VEHICLES	25.89%	12,80,510	3,65,196	(3,93,179)	12,52,527	10,57,834	72,348	(3,74,060)	7,56,122	4,96,405	2,22,676
<b>TOTAL</b>		<b>2,15,28,059</b>	<b>5,08,983</b>	<b>(4,04,816)</b>	<b>2,16,32,226</b>	<b>1,04,02,642</b>	<b>7,43,127</b>	<b>(3,74,060)</b>	<b>1,07,71,709</b>	<b>1,08,60,517</b>	<b>1,11,25,415</b>
<b>PREVIOUS YEAR</b>		2,12,15,481	3,21,148	(8,570)	2,15,28,059	97,30,480	7,07,142	(34,978)	1,04,02,644	1,11,25,415	

\* Registration in the name of the Council is pending.

\* Represents 2.23% share jointly owned with six other parties (4 Other Councils, a Bank and a Trade Promotion Council) and is net of specific Government Grant of Rs. 14,49,500 (P.Y. Rs. 14,49,500)

\*\* Net of specific Government Grant of Rs.37,61,121 (previous year Rs.37,61,121)

**THE PLASTICS EXPORT PROMOTION COUNCIL (LIMITED BY LIABILITY)**  
**SCHEDULES ANNEXED TO AND FORMING PART OF THE FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31ST MARCH, 2012**

(Amount in Rupees)

	As at 31.3.2012		As at 31.3.2011	
<b>SCHEDULE 6 -CURRENT ASSETS, LOANS, ADVANCES ETC</b>				
<b>A. CURRENT ASSETS:</b>				
Receivable - Outstanding for less than six months		99,895		6,00,014
Receivable - Outstanding for more than six months		1,41,643		77,000
CENVAT Balance		64,840		25,581
Cash in hand ( As verified & certified by the mangement)		23,667		26,556
Bank Balances:				
With Scheduled Banks:				
- In Current Accounts		55,24,553		27,73,848
<b>TOTAL (A)</b>		<b>58,54,598</b>		<b>35,02,999</b>

	As at 31.3.2012		As at 31.3.2011	
<b>B. LOANS, ADVANCES AND OTHER ASSETS</b>				
(Unsecured, considered good) :				
1. Staff Loans		1,90,854		1,70,838
2. Advances and other amounts recoverable in cash or in kind or for value to be received :				
a) Prepaid Expenses	78,16,138		2,82,776	
b) Advance for Expenses	9,927		-	
c) Employees for Expenses	7,85,323	86,11,388	64,102	3,46,878
d) Other Recoverable from a Employee		21,323		20,681
3. Fixed Deposits - with State Bank of India		5,33,05,616		4,90,48,291
4. Deposits		2,37,155		2,46,421
5. Income accrued but not due :				
On Deposits with State Bank of India		25,27,519		21,26,677
6. Tax deducted at source		7,98,762		3,94,840
<b>TOTAL (B)</b>		<b>6,56,92,617</b>		<b>5,23,54,627</b>
<b>TOTAL (A + B)</b>		<b>7,15,47,214</b>		<b>5,58,57,625</b>

**THE PLASTICS EXPORT PROMOTION COUNCIL (LIMITED BY LIABILITY)**  
**SCHEDULES ANNEXED TO AND FORMING PART OF THE FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31ST MARCH, 2012**

**(Amount in Rupees)**

	<b>FOR THE YEAR ENDED 31ST MARCH, 2012</b>	<b>FOR THE YEAR ENDED 31ST MARCH, 2011</b>
<b><u>SCHEDULE 7- EVENT - PARTICIPATION CHARGES</u></b>		
Participation Charges for Exhibition/Trade Fairs/Events	1,52,33,669	1,96,27,087
<b>TOTAL</b>	<b>1,52,33,669</b>	<b>1,96,27,087</b>

	<b>FOR THE YEAR ENDED 31ST MARCH, 2012</b>	<b>FOR THE YEAR ENDED 31ST MARCH, 2011</b>
<b><u>SCHEDULE 8 - GRANTS (Central Government)</u></b>		
Grant-in-Aid for the year	1,00,00,000	1,00,01,000
Less :Unspent grant for Code Activities Previous year	(1,96,221)	(2,45,327)
Less :Unspent grant for Code Activities Current Year	(18,81,274)	(1,89,041)
	79,22,505	95,66,632
<b>TOTAL</b>	<b>79,22,505</b>	<b>95,66,632</b>

**THE PLASTICS EXPORT PROMOTION COUNCIL (LIMITED BY LIABILITY)**  
**SCHEDULES ANNEXED TO AND FORMING PART OF THE FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31ST MARCH, 2012**  
**(Amount in Rupees)**

	FOR THE YEAR ENDED 31ST MARCH, 2012	FOR THE YEAR ENDED 31ST MARCH, 2011
<b><u>SCHEDULE 9- MEMEBERSHIP FEES</u></b>		
1) Annual Membership Subscription	1,65,40,000	1,63,62,000
<b>TOTAL</b>	<b>1,65,40,000</b>	<b>1,63,62,000</b>
<b><u>SCHEDULE 10 - INCOME FROM PUBLICATION</u></b>		
1) Income from sale of publications and advertisements	3,96,200	46,477
2) Advertisements on Website	14,235	1,50,000
<b>TOTAL</b>	<b>4,10,435</b>	<b>1,96,477</b>
<b><u>SCHEDULE 11 - INTEREST EARNED</u></b>		
1) Interest on Fixed Deposits	38,78,799	34,41,573
Less : Transfer to Corpus/Capital Fund	(25,61,700)	(27,80,302)
2) On Loans:		
Employees/Staff	6,240	2,675
<b>TOTAL</b>	<b>13,23,339</b>	<b>6,63,946</b>
<b><u>SCHEDULE 12 - OTHER INCOME</u></b>		
Contribution for Export Award	9,75,000	-
Contribution for Advertisement for Export Award	13,16,772	-
Sponsorship for Export Award	4,26,429	-
Contribution for Advertisement for Plexconcil Bulletine	1,28,000	1,85,000
Contribution for Advertisement for Exhibition Brochure	75,000	75,000
Excess Provision Written Back	2,28,095	-
Foreign Exchange Fluctuation	1,45,193	33,759
Interest on Income Tax Refund	5,410	2,270
Miscellaneous Receipts	11,863	3,39,908
Prior Period Adjustment	-	2,46,750
Profit on Sale of Fixed Assets	6,881	15,050
Sale of Scrap	-	6,632
Seminar Participation Fees	60,000	2,59,152
VAT Refund for JEC Composite Show 2011	1,13,526	46,945
<b>TOTAL</b>	<b>34,92,169</b>	<b>12,10,466</b>

**THE PLASTICS EXPORT PROMOTION COUNCIL (LIMITED BY LIABILITY)**  
**SCHEDULES ANNEXED TO AND FORMING PART OF THE FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31ST MARCH, 2012**

(Amount in Rupees)

<b>SCHEDULE 13 - EXPENSES FOR CODE ACTIVITIES</b>	<b>FOR THE YEAR ENDED 31ST MARCH, 2012</b>		<b>FOR THE YEAR ENDED 31ST MARCH, 2011</b>	
Membership with other Organisation		27,500		26,920
Expenses on Publications		4,89,712		4,55,391
Advertisement and Publicity		38,467		90,707
Expenses on Exhibition/Trade Fair/Functions (Overseas)		1,57,61,737		2,16,56,926
Expenses on Delegation		16,73,153		9,59,663
Expenses on Seminar		4,88,777		4,72,648
Subscription Expenses		46,177		49,226
Overseas Mediclaim Policy		15,373		-
<b>TOTAL</b>		<b>1,85,40,895</b>		<b>2,37,11,480</b>
<b>SCHEDULE 14 - ESTABLISHMENT EXPENSES</b>	<b>FOR THE YEAR ENDED 31ST MARCH, 2012</b>		<b>FOR THE YEAR ENDED 31ST MARCH, 2011</b>	
Salaries		1,07,75,605		1,03,92,264
Ex-Gratia		6,95,588		5,23,929
Contribution to Provident Fund		11,05,837		10,48,424
Staff Welfare Expenses		57,323		46,827
Contribution to Gratuity Fund		-		34,86,667
Leave Travel Concession		67,807		97,453
Medical Benefit to Staff		2,84,356		2,82,652
Liveries		26,105		9,902
Provision for Leave Encashment		7,28,307		12,17,686
<b>TOTAL</b>		<b>1,37,40,928</b>		<b>1,71,05,804</b>

**THE PLASTICS EXPORT PROMOTION COUNCIL (LIMITED BY LIABILITY)**  
**SCHEDULES ANNEXED TO AND FORMING PART OF THE FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31ST MARCH, 2012**

(Amount in Rs.)

	FOR THE YEAR ENDED 31ST MARCH, 2012		FOR THE YEAR ENDED 31ST MARCH, 2011	
<b><u>SCHEDULE 15 - OTHER ADMINISTRATIVE EXPENSES ETC</u></b>				
Travelling and Conveyance		14,74,408		10,58,332
Vehicles Expenses		3,35,040		2,27,848
Rent		7,43,286		8,33,786
Rates and Taxes		1,35,502		1,29,064
Postage, Telephone and Communication		5,74,227		5,83,993
Electricity and power		2,92,851		2,83,665
Printing and Stationery		2,14,254		1,98,449
Bank charges		1,04,309		26,764
Repairs and maintenance of office equipment		1,88,297		2,79,450
Repairs and maintenance of office premises		4,55,841		6,82,238
Hospitality Expenses		1,96,593		1,43,185
Auditors' Remuneration :				
i) Audit Fees	30,000		30,000	
ii) In other capacities in respect of :				
a) Income Tax matters	25,000		25,000	
b) Services Tax	7,500		7,500	
c) Other Services	30,500		44,800	
d) Out of Pocket Expenses	5,466	98,466	7,480	1,14,780
Legal and Professional		1,39,500		1,37,770
Expenses of COA/AGM/QGM Meetings		20,211		11,281
ISO Certification Expenses		1,55,000		1,20,158
Miscellaneous Expenses		1,07,849		66,857
<b>TOTAL</b>		<b>52,35,631</b>		<b>48,97,621</b>
<b><u>SCHEDULE 15 A - EXPENSES ON OBJECTS OF THE COUNCIL</u></b>				
Advertisement Expenses for Award Function		11,26,011		-
Expenses Award Function		12,79,099		-
Expenses for Plexconcil Bulletin		3,37,453		3,39,693
Expenses of Delegation to Turkey - 2011		1,14,439		-
Expenses of Plastcon Award - 2012		2,50,000		-
Expenses of Plastindia 2012 Exhibition and International Conference		2,40,498		-
Expenses of RBSM with PolyIndia, Hyderabad - 2011		1,95,966		-
Expenses of Delegation to France, Germany for Cluster Study		-		2,77,456
Expenses of North East Plasto Fair, Asam - 2010		-		14,219
Expenses of Plastivision - 2011		-		2,925
Training Programme of officer/staff		-		44,490
<b>TOTAL</b>		<b>35,43,466</b>		<b>6,78,783</b>

**THE PLASTICS EXPORT PROMOTION COUNCIL  
(LIMITED BY GUARANTEE)  
Schedule '16'**

**1 SIGNIFICANT ACCOUNTING POLICIES**

**a) ACCOUNTING CONCEPT:**

The financial statements are prepared on the basis of historical cost convention, in accordance with applicable accounting standards and on the basis of a going concern assumption.

All income and expenses to the extent considered receivable and payable, respectively with reasonable certainty are accounted for on accrual basis, unless otherwise stated.

Membership subscription, which remains unpaid as at the close of the year is not accounted for except the amount actually received out of such unpaid subscriptions close to the adoption of financial statements by the Committee of Administration.

Entrance Fees receipts are credited to Corpus and Capital Fund.

**b) FIXED ASSETS:**

Fixed Assets are stated at cost of acquisition less accumulated depreciation.

**c) DEPRECIATION:**

Depreciation on Fixed Assets is provided on written down value method at the rates and in the manner prescribed in Schedule XIV to the Companies Act, 1956.

In respect of additions to fixed assets during the year, depreciation is considered on pro-rata basis.

Assets costing Rs.5, 000 or less each are fully provided in the year of addition.

**d) REVENUE RECOGNITION:**

- I. The cost of Publications of the Council is charged to the Income and Expenditure Account in the year of incurrence of such expenses. However, the Income in respect of the same is taken into account as and when their sales are affected. The movement of Publications is controlled under the overall supervision of the Executive Director.
- II. Individual items of Prepaid expenses over Rs.5,000 only are accounted for.

**e) GOVERNMENT GRANT:**

- I. Grants received from Government in respect of coded activities is credited to Income and Expenditure Account on the bases of fair estimate for the same as provided by the management that is based on the applicable criteria prescribed by the Government for the same.
- II. Grants received for acquiring the specific fixed assets, are reduced there from and such assets are stated net of such grants and or at a nominal value as the case may be.
- III. Grant under MDA initiative is received from Ministry of Commerce is based on the claims from the exporters as per the guidelines prescribed on this behalf and to be distributed as such to the claimant exporters. Disbursal that remains unpaid to individual exporters till the date of financial statement is reflected as current liability.
- IV. Grant received for the specific studies/Project/Events approved by the Government targeted to achieve specific objectives and activities thereof, is undertaken by the council till the time it is utilized is carried forward as liability. In amount spent on the projects as per the guidelines includes appropriate allocation of the administrative cost incurred by the council on the project.

**f) RETIREMENT BENEFITS:**

- I. Council's Contribution to Employee's Provident Fund maintained under the Employee's Provident Fund Scheme run by the Government is charged to Income and Expenditure Account.
- II. The Employees gratuity Liability is funded with the Life Insurance Corporation of India under Group Gratuity scheme.
- III. Leave Encashment Benefits as applicable to permanent employees are provided for on accrual basis as at the year-end as per the Council's rules.

**g) TRANSACTIONS IN FOREIGN CURRENCY:**

Transactions in Foreign Currency are recorded at the rates of exchange in force at the time of occurrence of the transactions. The difference arising out of foreign currency fluctuations is accounted as a part of revenue or expenditure as the case may be as has occurred during the course of the year.

Current Assets and Current Liabilities in Foreign Currency at the year-end are stated at the rate of exchange in force as on that date and the resultant Gain/(Loss) is recognized in the Income and Expenditure Account.

**h) PROVISION FOR TAXATION**

The company is licensed to pursue charitable objects and is registered under section 25 of Company's Act, 1956 and registered under section 12A of Income Tax Act, 1961 and as such income is not taxable in view of exemption under section 11 and 12 of Income Tax Act, 1961.

**2. NOTES ON ACCOUNTS:****2.1. Contingent Liability not provided for:**

- a) The arrears calculated on the basis of 6th pay commission recommendations to the ex-employee or employee whose service are terminated amounting to Rs.3,73,920/-.
- b) The council is registered under Service Tax law w.e.f.1.4.2010 and discharging its obligations, however the issues raised by the service tax authorities as to applicability of Service Tax Liabilities for prior year starting from 1.6.2007 till the date of registration i.e.1.4.2010. The matter is being represented before appropriate authorities and exact liability, if any, is not ascertainable at this stage.

2.2. The expenses in respect of Code-activities are subject to sanction/confirmation of the Government of India and Grant-in-aid received from the Ministry of Commerce is subject to adjustments in the light of Government Audit, non/partial fulfillment of certain conditions for eligibility of such Grant-in-aid, clarifications by the Council and final decision of the Ministry.

2.3. There are no dues which are overdue to Small Scale and / or Ancillary Industrial Suppliers as at the year-end.

2.4. The financial statement are presented in the format mandated by the Ministry of commerce, Government of India and as per the directives applicable to the export Promotions Council. The format prescribed under Schedule VI of Company's Act,1956 is therefore, not applied.

2.5. As per the consistent accounting policy followed, the Council has not accounted for the Stock of Publications / CD's as the said publications / CD's are generally meant for distribution at the Exhibitions/ Seminars, and those remaining unsold for a period of two years or more have negligible realizable value.

2.6. Fixed Assets being equipment, which was acquired from the financial support from the Government, retired from active use pending formal approval from the Govt. of India for write-off is shown as provision for diminution in the value of fixed assets amounting to Rs 106,240/-.

2.7. Pursuant to the approval by the Finance Division of the Department of Commerce, Government of India for grant of Marketing Development Assistance (MDA) to individual exporters under certain eligible schemes, the Council has received from the Ministry of Commerce Rs. 100,00,000/- (Previous Year Rs. 100,00,000/-) and Rs.75,97,104/- (Previous Year Rs 53,43,027/) is reimbursed to the members during the year. The pending disbursement to the eligible members as on 31st March, 2012 amounting to Rs. 24,86,609/- (Previous Year Rs. 44,60,686/-) is being disclosed as 'Amount due to Members' under the head Current Liabilities in Schedule 4.

## 2.8. Expenditure in Foreign Currency (On payment basis):

	<u>Particulars</u>	<u>2011-2012</u> <u>(Rupees)</u>	<u>2010-2011</u> <u>(Rupees)</u>
a)	Delegation expenses	11,03,444	420,800
b)	Exhibition expenses	143,61,210	182,34,452
c)	Expenses on Objects of the Council	72,359	132,861
d)	Expenses on RBSM with POLYINDIA	225,802	0
e)	Web Hosting Expenses	38,467	28,619

- 2.9. a) Previous year's figures have been re grouped/re arranged, wherever considered necessary.
- b) Figures in the Accounts are regrouped to conform to the heads under the Budget sanctioned by the Government of India.

For N P PATWA & COMPANY  
CHARTERED ACCOUNTANTS

Sd/-  
Jitendra C Shah  
PARTNER  
M.No.42384

FOR THE PLASTICS EXPORT PROMOTION COUNCIL

Sd/-  
Rajeev Chitalia - CHAIRMAN

Sd/-  
G.Sudhakar - VICE CHAIRMAN

Sd/-  
R P Kalyanpur - EXECUTIVE DIRECTOR

Mumbai,  
Dated : 27.07.2012

I. Registration Details

Registration No.	:	9601	State Code:	11
Balance Sheet Date	:	31.3.2012		

II. Capital Raised during the year (Amount in Rs. Thousand)

Public Issue	Nil	Right Issue	Nil
Bonus Issue	Nil	Private Placement	Nil
Entrance Fees from Members	1895		

III. Position of Mobilisation and Deployment of Funds (Amount in Rs. Thousands)

Total Liabilities	82408	Total Assets	82408
Sources of Funds			
Paid-up Capital	Nil	Reserves & Surplus	59752
Secured Loans	Nil	Unsecured Loans	Nil
Application of Funds			
Net Fixed Assets	10861	Investment	Nil
Net Current Assets	48891	Miscellaneous Expenditure	Nil
Accumulated Losses	Nil		

## IV. Performance of Company (Amount in Rs. Thousands)

Turnover (Total Income)	Total Expenditure
44922	41804
Surplus of Income over Expenditure before Tax	Surplus of Income over Expenditure after Tax
3118	3118
Earning per share in Rs.	Not Applicable
Dividend Rate %	Not Applicable

## V. Generic Names of Three Principal Services of the Company

Item Code No. Not Applicable  
(ITC Code)

Description of Activity Export Promotion activities.

For N P PATWA & COMPANY  
CHARTERED ACCOUNTANTS

FOR THE PLASTICS EXPORT PROMOTION COUNCIL

Sd/-  
Jitendra C Shah  
PARTNER  
M.No.42384

Sd/-  
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Mumbai

Dated :27.07.2012