

Analysis of SHEFEXIL Product Exports: April, 2018



SHEFEXIL

TREND IN OVERALL EXPORTS

India's exports during April 2018 were valued at US\$ 25.91 billion as compared to US\$ 24.64 billion during April 2017. This registers a positive growth of 5.17% in dollar terms. Exports during April 2018 were valued at Rs. 170052.96 crore as compared to Rs. 158913.79 crore during April 2017. Hence in Rupee terms export grew by 7.01%.

As compared to total exports made in March 2018 (USD 29.11 billion), exports in April 2018 (US\$ 25.91 billion) are decreased by 10.99%.

TREND IN SHEFEXIL PRODUCT EXPORTS

India's export of SHEFEXIL products valued at USD 167.62 million during April 2018 as against USD 154.56 million during April 2017, **registering positive growth of 8.44% in April 2018.** India's export of SHEFEXIL products was 70908.84 MT during April 2018 as against 92543.95 MT during April 2017, **registering negative growth of 23.38% in April 2018.**

However, if we compare month-on-month exports, export decreased by 17.08% in value terms and 7.93% in quantity terms.

	March 2018	April 2018	% Growth
Export in USD Million	202.15	167.62	-17.08
Export in Qty. MT	77018.6	70908.84	-7.93

KEY FACTS

- SHEFEXIL's exports registered at USD 167.62 million, in value terms, and 70908.84 MT in April 2018.
- As compared to exports made in March 2018, exports in April 2018 have declined by 17.08% in value terms and 7.93% in quantity terms.
- Monthly export of products covered by VSE, PPP, and SLBP grew positively in April 2018 as compared with April 2017. However, monthly exports grew positively only in case of PPP and SLBP, in quantity terms.
- However if we compare exports made in April 2018 with previous month March 2018, only export of SLBP and OVM products shows positive growth. Export of products covered by panels FVOC, GG, PPP, and VSE declined in April 2018 as compared to March 2018 in value terms as well as in quantity terms.

Abbreviations:

FVOC - Fixed Vegetable Oil Cake & Others

GG - Guar Gum

OVM - Other Vegetable Materials

PPP - Plant & Plant Portion

SLBP - Shellac & Lac Based Products

VSE - Vegetable Saps & Extracts

Monthly Exports – Exports made in April 2018 as compared to exports made in April 2017

Cumulative Exports - Exports made in April 2018-19 as compared to exports made in April 2017-18. In other words monthly exports refers to cumulative export for this report as April is first month in FY 2018-19 and hence there cannot be cumulative exports.

Table 1: Trend in SHEFEXIL Product exports

(Values in USD Million)

PANEL	Fixed Vegetable Oil Cake & Others (FVOC)	Guar Gum(GG)	Other Vegetable Materials (OVM)	Plant & Plant Portion (PPP)	Shellac & Lac Based Products (SLBP)	Vegetable Saps & Extracts (VSE)	Total
Monthly Exports							
April, 2017	5.88	63.70	5.98	23.50	2.28	53.22	154.56
April, 2018	5.88	57.24	3.86	25.96	4.57	70.11	167.62
% Growth in April 2018 (as compared to April 2017)	0.00	-10.14	-35.45	10.47	99.97	31.74	8.44
Cumulative Exports							
Since April is first month of Financial year 2018-19, cumulative exports are same as Monthly exports and hence data is not filled in “Cumulative Exports” field as monthly and cumulative exports are same for the first month of FY 2018-19.							

(Source: DGCI&S)

- Monthly export of all SHEFEXIL products in April 2018 increased by 8.44% in value terms, as compared to April 2017.
- Month-on-month exports – export in April 2018 decreased by 17.08% as compared to export made in March 2018.

Table 1.1: Trend in SHEFEXIL Product exports
(Quantity in MT**)

PANEL	Fixed Vegetable Oil Cake & Others (FVOC)	Guar Gum(GG)	Other Vegetable Materials (OVM)	Plant & Plant Portion (PPP)	Shellac & Lac Based Products (SLBP)	Vegetable Saps & Extracts (VSE)	Total
Monthly Exports							
April, 2017	8221.04	54390.17	8317.01	8709.24	563.37	12343.12	92543.95
April, 2018	5386.96	40965.36	6320.33	8868.41	823.13	8544.65	70908.84
% Growth in Apr2018 (as compared to Apr. 2017)	-34.47	-24.68	-24.01	1.83	46.11	-30.77	-23.38
Cumulative Exports							
Since April is first month of Financial year 2018-19, cumulative exports are same as Monthly exports and hence data is not filled in “Cumulative Exports” field as monthly and cumulative exports are same for the first month of FY 2018-19.							

(Source: DGCI&S)

- Monthly export of all SHEFEXIL products in April 2018 decreased by 23.38% in value terms, as compared to April 2017.
- Month-on-month exports – export in April 2018 decreased by 7.93% as compared to export made in March 2018.

Table 2: Panels which recorded positive growth of 10% or more

(During April 2018 over April 2017)

(Values in USD Million)

PANEL	April-17	April-18	Growth%
Vegetable Saps & Extracts	53.22	70.11	31.74
Plant & Plant Portion	23.50	25.96	10.47
Shellac & Lac Based Products	2.28	4.57	99.97
Grand Total	79.00	100.64	27.39

(Source: DGCI&S)

Segments that performed well in April 2018 vis--a--vis April 2017 (in Value Terms)

Out of 6, 3 panels recorded positive growth, in value terms. Panels, which recorded notable growth, and the growth rate, are shown below:

Plant & Plant Portion
10.47%

Shellac & Lac Based
Products
99.97%

Vegetable Saps &
Extracts
31.74%

Table 2.1: Panels which recorded positive growth of 10% or more

(During April. 2018 over April. 2017)

(QTY in MT)**

PANEL	April-17	April-18	Growth%
Shellac & Lac Based Products	563.37	823.13	46.11
Grand Total	563.37	823.13	46.11

(Source: DGCI&S)

Segments that performed well in April 2018 vis--a--vis April 2017 (in Quantity Terms)

Out of 6, 2 panels recorded positive growth, in quantity terms. Panels, which recorded notable growth, and the growth rate, are shown below:



Top 25 Countries of SHEFEXIL Products

- USA continues to be the top export destination for SHEFEXIL products. USA's percentage share in India's total export of SHEFEXIL products is 35.09%.
- Other top export markets with their percentage share in total exports of SHEFEXIL products are (belonging to top 10 export markets) Hong Kong (8.39%), Germany (5.75%), China (3.41%), Norway (3.08%), Japan (3.07%), Russia (2.95%), UK (2.78%), Iran (2.30%), Italy (2.29%). In other words, exports are largely concentrated in USA.

Top 25 countries account for 88.20% of total Shefexil product exports during April 2018-19, in value terms.

- **Panel-wise Top Export Markets are listed in Table 3 as under:**

Table 3 - Panel-wise Top 25 export markets(sorted based on exports made in April 2018)
(Quantities in Metric Tons** and Values in USD Million)

1. **Fixed Vegetable Oil Cake & Others (FVOC)**

Rank	Export market	April 2017		April 2018	
		QTY.	VAL.	QTY.	VAL.
1	U S A	572.37	1.04	572.64	1.05
2	IRAN	53.31	0.12	310.15	0.67
3	MEXICO	72.00	0.11	272.36	0.52
4	NETHERLAND	296.78	0.47	221.80	0.47
5	AUSTRALIA	37.61	0.12	140.39	0.29
6	KOREA RP	1426.68	0.46	1168.76	0.29
7	U ARAB EMTS	77.20	0.19	162.93	0.29
8	ITALY	133.05	0.44	223.08	0.23
9	CHINA P RP	23.00	0.03	90.63	0.18
10	BRAZIL	-	-	32.00	0.15

11	THAILAND	0.49	0.02	108.00	0.14
12	U K	43.65	0.13	68.15	0.14
13	SINGAPORE	39.64	0.09	46.77	0.14
14	JAPAN	232.70	0.19	180.62	0.11
15	SPAIN	30.69	0.08	48.71	0.10
16	SRI LANKA DSR	82.71	0.10	124.65	0.10
17	VIETNAM SOC REP	1.94	0.01	215.00	0.10
18	CANADA	14.05	0.09	86.19	0.09
19	BHUTAN	0.50	0.00	190.24	0.07
20	NEPAL	134.96	0.04	187.24	0.06
21	KUWAIT	19.36	0.07	78.54	0.06
22	PERU	1.01	0.01	4.47	0.05
23	SOUTH AFRICA	1.75	0.00	18.60	0.05
24	FRANCE	11.00	0.03	11.15	0.04
25	BAHARAIN IS	1.87	0.01	10.77	0.03
TOTAL EXPORT OF FVOC TO TOP 25 EXPORT MARKETS		3308.32	3.85	4573.84	5.42
TOTAL EXPORTS OF FVOC TO ALL EXPORT MARKETS		8221.04	5.88	5386.96	5.88

2. Guar Gum (GG)

Rank	Export market	April 2017		April 2018	
		QTY.	VAL.	QTY.	VAL.
1	U S A	25778.27	37.79	15539.05	28.24
2	NORWAY	8872.00	4.79	8580.50	5.16
3	RUSSIA	2764.20	4.03	2331.40	4.43
4	GERMANY	1293.50	1.68	1946.54	3.30

5	ARGENTINA	345.00	0.47	1274.00	2.34
6	CHINA P RP	1481.00	1.99	1012.38	1.62
7	U K	1007.00	0.73	1662.00	1.29
8	CHILE	22.00	0.04	1733.00	1.19
9	ITALY	885.00	0.71	1146.00	1.06
10	CANADA	2009.90	3.01	386.29	0.72
11	AUSTRALIA	186.00	0.24	359.00	0.58
12	BRAZIL	252.00	0.44	275.05	0.52
13	U ARAB EMTS	22.00	0.03	277.00	0.48
14	JAPAN	473.44	0.56	167.18	0.47
15	INDONESIA	500.00	0.51	255.00	0.46
16	FRANCE	364.00	0.36	401.50	0.40
17	SWITZERLAND	301.00	0.33	240.00	0.39
18	POLAND	302.00	0.24	402.00	0.33
19	THAILAND	195.00	0.30	192.40	0.33
20	TURKEY	444.63	0.26	184.10	0.31
21	DENMARK	1060.00	0.59	160.00	0.29
22	MEXICO	85.00	0.13	162.00	0.28
23	IRAN	129.00	0.17	184.70	0.27
24	BELGIUM	178.00	0.23	360.00	0.26
25	EGYPT A RP	27.10	0.05	135.10	0.23
TOTAL EXPORT OF GUAR GUM TO TOP 25 EXPORT MARKETS		48977.04	59.68	39366.19	54.95
TOTAL EXPORTS OF GUAR GUM TO ALL EXPORT MARKETS		54390.17	63.70	40965.36	57.24

3. Other Vegetable Materials (OVMs)

Rank	Export market	April 2017		April 2018	
		QTY.	VAL.	QTY.	VAL.
1	JAPAN	855.99	0.75	1007.03	0.72
2	BANGLADESH PR	1406.75	0.45	1869.40	0.60
3	SRI LANKA DSR	157.41	0.50	195.98	0.52
4	U S A	31.09	0.07	787.32	0.52
5	PAKISTAN IR	184.03	0.53	116.40	0.19
6	U ARAB EMTS	86.84	0.09	98.31	0.11
7	CHINA P RP	4415.22	2.69	97.00	0.10
8	U K	52.64	0.11	50.99	0.09
9	GERMANY	7.29	0.02	39.63	0.09
10	BHUTAN	-	-	1556.60	0.08
11	MALAYSIA	22.53	0.04	23.03	0.07
12	RUSSIA	0.27	0.00	7.34	0.07
13	NEPAL	65.48	0.02	20.98	0.06
14	YEMEN REPubLC	0.69	0.00	15.60	0.06
15	KENYA	1.25	0.00	18.30	0.05
16	AUSTRIA	6.08	0.01	19.00	0.04
17	KUWAIT	1.76	0.00	96.00	0.04
18	LITHUANIA	-	-	6.70	0.04
19	KOREA RP	17.92	0.09	92.73	0.03
20	SOMALIA	-	-	16.92	0.03

21	SPAIN	7.23	0.01	12.48	0.03
22	BELGIUM	23.76	0.04	9.28	0.02
23	CAMBODIA	-	-	9.50	0.02
24	EGYPT A RP	59.65	0.03	17.70	0.02
25	INDONESIA	-	-	10.00	0.02
TOTAL EXPORT OF OVMs TO TOP 25 EXPORT MARKETS		7403.88	5.45	6194.2 2	3.62
TOTAL EXPORTS OF OVMs TO ALL EXPORT MARKETS		8317.01	5.98	6320.3 3	3.86

4. Plant & Plant Portion (PPP)

Rank	Export market	April 2017		April 2018	
		QTY.	VAL.	QTY.	VAL.
1	U S A	1554.67	6.56	1548.70	5.75
2	VIETNAM SOC REP	1098.85	1.71	1483.38	3.16
3	GERMANY	672.53	2.89	542.50	2.54
4	CHINA P RP	287.28	0.91	627.85	1.44
5	PAKISTAN IR	106.00	0.32	439.62	1.28
6	ITALY	211.89	0.91	157.53	0.93
7	U K	178.21	0.88	143.95	0.88
8	AUSTRALIA	120.96	0.54	116.91	0.68
9	IRELAND	20.65	0.15	66.71	0.59
10	KOREA RP	101.14	0.35	127.92	0.58
11	BANGLADESH PR	342.53	0.71	241.72	0.57
12	FRANCE	86.53	0.42	144.29	0.56

13	U ARAB EMTS	492.09	0.57	344.27	0.56
14	AFGHANISTAN TIS	11.00	0.10	66.00	0.39
15	JAPAN	61.36	0.35	99.10	0.38
16	IRAN	184.75	0.45	172.95	0.36
17	MEXICO	84.00	0.22	144.06	0.35
18	NETHERLAND	195.21	0.27	176.81	0.32
19	BELGIUM	109.05	0.35	61.36	0.32
20	MALAYSIA	136.14	0.47	84.67	0.31
21	CANADA	75.81	0.23	70.43	0.30
22	SAUDI ARAB	216.54	0.25	221.07	0.27
23	SPAIN	21.30	0.17	60.91	0.27
24	TAIWAN	82.45	0.18	138.20	0.21
25	POLAND	84.65	0.15	63.40	0.18
TOTAL EXPORT OF 'PPP' TO TOP 25 EXPORT MARKETS		6535.59	20.11	7344.31	23.18
TOTAL EXPORTS OF 'PPP' TO ALL EXPORT MARKETS		8709.24	23.50	8868.41	25.96

5. Shellac & Lac Based Products (SLBP)

Rank	Export market	April 2017		April 2018	
		QTY.	VAL.	QTY.	VAL.
1	PAKISTAN	210.47	0.71	202.35	0.90

2	SWITZERLAND	-	-	18.00	0.69
3	BANGLADESH	115.45	0.50	165.95	0.68
4	GERMANY	12.88	0.11	110.25	0.48
5	IRAQ	37.00	0.13	100.00	0.45
6	USA	42.70	0.29	86.62	0.37
7	CHINA	45.00	0.11	16.60	0.17
8	UK	-	-	14.75	0.15
9	HAITI	-	-	24.50	0.13
10	CANADA	24.00	0.08	24.00	0.11
11	ITALY	-	-	24.00	0.11
12	FRANCE	-	-	1.20	0.09
13	INDONESIA	12.00	0.05	12.00	0.05
14	URUGUAY	-	-	6.00	0.04
15	BRAZIL	-	-	3.00	0.04
16	SPAIN	-	-	7.43	0.04
17	TURKEY	5.50	0.02	2.00	0.01
18	KOREA	0.30	0.00	2.00	0.01
19	MALAYSIA	0.90	0.01	1.00	0.01
20	SOUTH AFRICA	-	-	0.50	0.01
21	SAUDI ARABIA	0.80	0.01	0.50	0.01
22	COSTARICA	0.24	0.00	0.30	0.01
23	NEW ZEALAND	0.45	0.00	0.20	0.00
24	BOLIVIA	22.00	0.14	-	-
25	ECUADOR	1.01	0.01	-	-

TOTAL EXPORT OF 'SLBP' TO TOP 25 EXPORT MARKETS	530.70	2.17	823.14	4.57
TOTAL EXPORT OF 'SLBP' TO ALL EXPORT MARKETS	563.37	2.28	823.13	4.57

6. Vegetable Saps & Extracts (VSE)

Rank	Export market	April 2017		April 2018	
		QTY.	VAL.	QTY.	VAL.
1	U S A	815.34	22.23	728.58	22.89
2	HONG KONG	2.96	0.02	48.28	14.05
3	JAPAN	416.61	1.78	410.54	3.46
4	GERMANY	435.75	3.85	264.37	3.19
5	IRAN	8.60	0.11	12.68	2.56
6	CHINA P RP	1205.56	2.96	931.15	2.21
7	U K	470.30	1.65	256.74	2.11
8	FRANCE	135.56	1.99	123.38	2.10
9	KOREA RP	693.52	1.45	374.38	1.61
10	ITALY	106.07	0.88	47.22	1.51
11	U ARAB EMTS	532.73	0.84	244.02	1.08
12	NETHERLAND	278.87	2.58	109.39	0.86
13	SINGAPORE	81.25	0.98	63.88	0.85
14	INDONESIA	398.24	0.41	363.40	0.83

15	NIGERIA	24.05	0.18	20.81	0.58
16	TAIWAN	732.86	0.48	659.80	0.58
17	AUSTRALIA	262.24	0.97	55.56	0.56
18	BELGIUM	81.16	0.22	19.32	0.56
19	SPAIN	82.44	0.94	75.15	0.55
20	SWITZERLAND	28.76	0.23	18.92	0.54
21	CANADA	281.63	0.55	36.79	0.48
22	PHILIPPINES	25.11	0.29	29.08	0.45
23	BRAZIL	42.85	0.41	45.80	0.41
24	THAILAND	46.21	0.30	54.15	0.36
25	BANGLADESH PR	139.41	0.10	275.39	0.34
TOTAL EXPORT OF 'VSE' TO TOP 25 EXPORT MARKETS		7328.08	46.40	5268.78	64.72
TOTAL EXPORTS OF 'VSE' TO ALL EXPORT MARKETS		12343.12	53.22	8544.65	70.11

(Source: DGCI&S)

Region Wise Exports Trend recorded in April 2017 vis---a---vis April 2018
[Refer Annex-IV and Table 4]

- **NORTH AMERICA**—Export of all PPP, FVOC and SLBP products increased in value terms, whereas export of VSE, GG decreased in value terms. Export PPP, FVOC and SLBP are increased as compared to export of VSE, GG and OVM in quantity terms. No export of SLBP products registered in value terms in April 2018 as compared to April 2017.
- **EU** —Positive growth is registered for export of GG, PPP and SLBP products in value terms, whereas there is negative growth in VSE, FVOC and OVM products in April 2018 as compared to April 2017. Positive growth is

registered for export of FVOC and SLBP products in quantity terms, whereas negative growth in VSE, GG, PPP and OVM in quantity terms in April 2018 as compared to April 2017.

- **NE ASIA**— Export of VSE, PPP and SLBP products increased however export of GG,FVOC and OVM declined in value terms in April 2018 as compared to April 2017.Export of PPP and OVM products increased however export of VSE, GG,FVOC and SLBP declined in quantity terms in April 2018 as compared to April 2017.
- **WEST AND EAST ASIA**—Export of VSE,GG, SLBPand FVOCproducts increased, however export of PPP and OVMdeclinedinvalue terms in April 2018 as compared to April 2017.Export of GG, SLBP, and FVOC products increased, however export of VSE, PPP and OVM declined in quantity terms in April 2018 as compared to April 2017.
- **ASEAN** —Export of VSE, GG, SLBP and OVM increased,whereas export of PPPand FVOC declinedin value terms in April 2018 as compared to April 2017. Export of OVM increased, whereas export of all other products declined in quantity terms in April 2018 as compared to April 2017.
- **LATIN AMERICA** – No export of OVM products registered in value terms in April 2018.Export of VSE, GG, FVOC and SLBPproducts registered positive growth, whereas export of PPP declinedin value terms as well as in quantity terms inApril 2018 as compared to April 2017.
- **CIS** —No export of SLBP products registered in April 2018 as well as in April 2017. Export of GG, PPP and OVM products increased however export of VSE and FVOC declined in value terms in April 2018 as compared to April 2017.Export of PPP, FVOC, SLBP and OVM products increased however export of VSE and GG declined in quantity terms in April 2018 as compared to April 2017.
- **SOUTH ASIA** —Export ofVSE and OVM products declined in April2018. Export of products covered by other panels increasedin value terms in April 2018 as compared to April 2017. Export of VSE products declined in April 2018. Export of products covered by other panels increased in quantity terms in April 2018 as compared to April 2017.
- **AFRICA**—Export of SLBP products declined, whereas Export of products covered by other panels increased in value terms in April 2018 as compared to April 2017.Export of VSE, OVM and SLBP products declined, whereas Export of products covered by other panels increased in quantity terms in April 2018 as compared to April 2017.

Table 4: Region-wise export of SHEFEXIL Products in April 2017, April 2018and % Growth April2018over April 2017.

(Quantities in MTs**, Values in USD Million and Growth in %)

SR. NO	PANEL	REGION	APR. 2017		APR. 2018		% Growth in APR. 2018 over APR. 2017 Figures in brackets shows negative growth	
			Qty. in Thousand	Values in USD Million	Qty. in Thousand	Values in USD Million	Qty. in Thousand	Values in USD Million

1	VEGETABLE SAPS & EXTRACTS	NORTH AMERICA	363.52	0.78	100.18	0.77	-72.44	-1.28
		EU	1757.19	12.87	988.9	11.15	-43.72	-13.36
		NE ASIA	1864.95	3.79	1530	19.74	-17.96	420.84
		WEST AND EAST ASIA	1689.49	3.05	1307.97	5.25	-22.58	72.13
		ASEAN	734.85	2.38	638.63	2.71	-13.09	13.87
		LATIN AMERICA	85.34	0.64	148.06	0.67	73.49	4.69
		CIS	121.24	0.53	39.69	0.48	-67.26	-9.43
		SOUTH ASIA	913.59	0.66	607.37	0.57	-33.52	-13.64
		AFRICA	551.07	1.11	497.16	2.01	-9.78	81.08
		OTHERS	246.08	0.88	222.65	0.77	-9.52	-12.50
		TOTAL VEGETABLE SAPS & EXTRACTS	8,327.32	26.69	6,080.61	44.12	-26.98	65.31
2	GUAR GUM & EXTRACTS	NORTH AMERICA	2094.9	3.14	548.29	1	-73.83	-68.15
		EU	9493.65	7.13	6926.12	7.81	-27.04	9.54
		NE ASIA	710.94	0.95	253.56	0.66	-64.33	-30.53
		WEST AND EAST ASIA	661.01	0.82	964.31	1.59	45.88	93.90
		ASEAN	750.05	0.89	627.4	1.13	-16.35	26.97
		LATIN AMERICA	708.84	1.1	3382.05	4.2	377.12	281.82
		CIS	2806.2	4.1	2351.4	4.46	-16.21	8.78
		SOUTH ASIA	4.88	0.02	9.7	0.03	98.77	50.00
		AFRICA	241.3	0.33	300.73	0.51	24.63	54.55
		OTHERS	9618.63	5.38	9047.4	5.96	-5.94	10.78
		TOTAL GUAR GUM & EXTRACTS	27,090.40	23.86	24,410.96	27.35	-9.89	14.63

3	PLANT & PLANT PORTION	NORTH AMERICA	159.81	0.45	214.49	0.65	34.22	44.44
		EU	1760.17	6.96	1619.29	7.17	-8.00	3.02
		NE ASIA	246.34	0.88	369.71	1.19	50.08	35.23
		WEST AND EAST ASIA	1302.94	2.13	1154.97	2.08	-11.36	-2.35
		ASEAN	816.87	1.32	366.98	0.74	-55.07	-43.94
		LATIN AMERICA	147.76	0.44	114.38	0.37	-22.59	-15.91
		CIS	0.8	0.02	25.26	0.15	3057.50	650.00
		SOUTH ASIA	703.67	0.76	763.16	1.93	8.45	153.95
		AFRICA	145.97	0.29	232.91	0.33	59.56	13.79
		OTHERS	141.69	0.16	105.77	0.13	-25.35	-18.75
		TOTAL PLANT & PLANT PORTION	5,426.02	13.41	4,966.92	14.74	-8.46	9.92
4	FIXED VEGETABLE OIL,CAKE & OTHERS	NORTH AMERICA	86.05	0.2	358.55	0.61	316.68	205.00
		EU	584.48	1.23	589.06	1.03	0.78	-16.26
		NE ASIA	1660.53	0.65	1492.35	0.42	-10.13	-35.38
		WEST AND EAST ASIA	332.21	0.63	856.87	1.41	157.93	123.81
		ASEAN	204.23	0.43	164.55	0.28	-19.43	-34.88
		LATIN AMERICA	4.92	0.04	46.58	0.21	846.75	425.00
		CIS	9.99	0.04	25.48	0.02	155.06	-50.00
		SOUTH ASIA	218.19	0.14	694.05	0.24	218.09	71.43
		AFRICA	177.29	0.05	212.64	0.15	19.94	200.00
		OTHERS	0.23	0	1.53	0	565.22	0.00
		TOTAL FIXED VEGETABLE OIL,CAKE & OTHERS	3,278.12	3.41	4,441.66	4.37	35.49	28.15

5	SHELLAC & LAC BASED PRODUCTS	NORTH AMERICA	66.70	0.37	110.62	0.48	65.84	29.16
		EU	12.88	0.11	142.88	0.72	1009.71	565.39
		NE ASIA	45.00	0.11	16.60	0.17	-63.11	51.38
		WEST AND EAST ASIA	40.27	0.15	100.70	0.46	150.07	203.29
		ASEAN	13.40	0.05	13.00	0.07	-2.99	22.68
		LATIN AMERICA	23.25	0.15	33.80	0.21	45.38	42.28
		CIS	0.00	0.00	0.00	0.00	0.00	0.00
		SOUTH ASIA	115.45	0.50	165.95	0.68	43.74	35.02
		AFRICA	30.15	0.10	0.50	0.01	-98.34	-91.46
		OTHERS	5.50	0.02	20.00	0.71	263.64	3142.51
		TOTAL SHELLAC & LAC BASED PRODUCTS	352.59	1.57	604.04	3.50	71.31	122.47
6	OTHER VEGETABLE MATERIALS	NORTH AMERICA	5.51	0.01	3.74	0.01	-32.12	0.00
		EU	363.13	0.37	169.75	0.36	-53.25	-2.70
		NE ASIA	874.42	0.84	1101.81	0.76	26.00	-9.52
		WEST AND EAST ASIA	664.27	0.36	260.59	0.25	-60.77	-30.56
		ASEAN	34.33	0.04	45.01	0.12	31.11	200.00
		LATIN AMERICA	0	0	4.63	0	100.00	0.00
		CIS	0.29	0	8.59	0.08	2862.07	100.00
		SOUTH ASIA	406.92	1.05	1890.96	0.85	364.70	-19.05
		AFRICA	97.43	0.06	61.6	0.11	-36.78	83.33
		OTHERS	0.21	0	27	0.03	12757.14	100.00
		TOTAL OTHER VEGETABLE MATERIALS	2,446.51	2.73	3,573.68	2.57	46.07	-5.86

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(Source: DGCI&S)

Reasons for decline

Though export of Shefexil products increased by 8.44%, in value terms, in April 2018 as compared to April 2017, export of Shefexil products has decreased by 17.08% in value terms, in April 2018 (USD 167.62 million) as compared to exports made in previous month - March 2018 (USD 202.15 million).

Considering decline in month on month exports following reasons for decline in exports are determined in general -

- Nature of products under SHEFEXIL's purview and its direct consumption

Products under SHEFEXIL's purview are of low value and direct consumption of such products is very low. Hence overall demand itself is low.

- Non-availability of accurate data due to mismatch in Classification

SHEFEXIL's product lines are mostly classified under "others" category, hence measuring exact exports to World or to specific countries is very difficult task. Further, Indian Classification System differs a lot from the same of other countries. In India, we might have specific codes for SHEFEXIL's products but in other countries, since such plants are not grown, they do not have specific classification. Hence buyer insists to use generic HS Code instead of specific HS Code and that is why there are more chances of getting biased trade statistics, than the accurate ones.

- China – the biggest competitor

China is the biggest competitor for India. China is one of the largest supplying countries and its contribution in imports by major import countries of SHEFEXIL products is the highest amongst other supplying countries. China is known for low prices but it is also known for channelizing exports from third countries where it has heavily invested. This gives China competitive advantage and thus competing with China is very tough. For example,

China has invested in Africa region, from where it is sourcing its raw materials at discounted prices. Even if further processing is done in China and then exports are done from China, export prices are very low due to low cost inputs, subsidies and other financial aids given to the Chinese exporters.

- Reliance on USA and EU

USA and EU are traditional export markets of India. However these economies are not growing due to global recession. China is USA's biggest sourcing point; hence competing in USA against China is difficult. EU is a protectionist market. Exporting to EU requires compliance with stringent EU laws. It results into high cost of compliance, making it difficult for small exporters to export to EU countries.

- Export of value added products made from SHEFEXIL's products

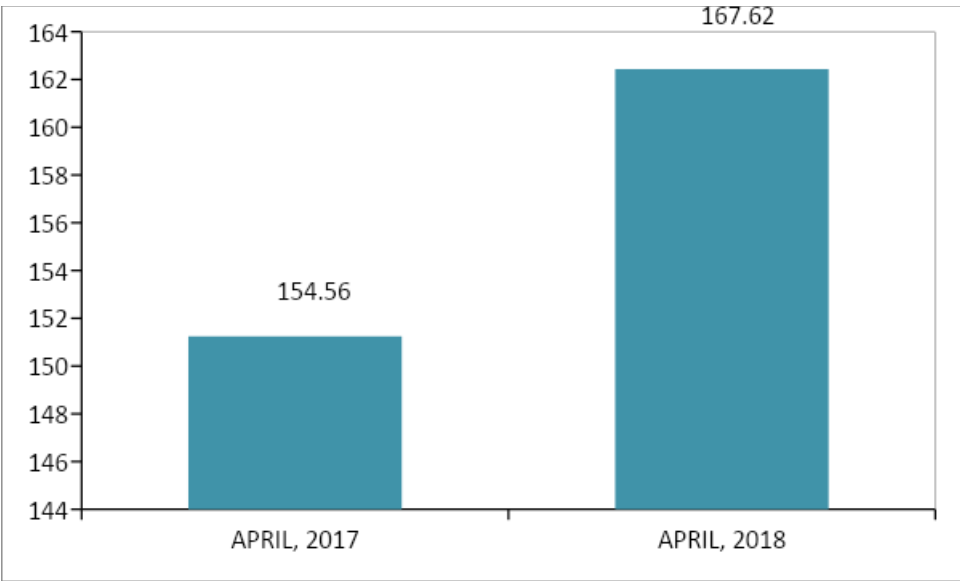
There is a potential for Export of value added products produced using medicinal plants or vegetation. This requires R&D, funds and Branding.

ANNEXES:

- Annex –I: Graphical presentation indicating the trend of Shefexil product exports based on the absolute value of exports registered in April 2017 vis-a-vis April 2018.
- Annex – II: Table indicating the trend of Shefexil product exports during April 2017 vis-a-vis April 2018 and trend monthly basis.
- Annex – III: Top 25 countries of Shefexil's top export products in April 2018.
- Annex - IV: Regional distribution of Shefexil products in April 2018.
- Annex – V: Report on Exchange Rate Volatility in April 2018.

Annex--I

Trend of Shefexil Exports
Trend in Monthly Export of SHEFEXIL products in April 2017 and in April 2018



[Source: DGCI&S]

Report of Export Growth in SHEFEXIL's Product Panels:
[Values in USD Million]

PANEL	Fixed Vegetable Oil Cake & Others	Guar Gum	Other Vegetable Materials	Plant & Plant Portion	Shellac & Lac Based Products	Vegetable Saps & Extracts	Total
APRIL, 2017	5.88	63.70	5.98	23.50	2.28	53.22	154.56
APRIL, 2018	5.88	57.24	3.86	25.96	4.57	70.11	167.62

[Source: DGCI&S]

Annex--II

Trend in Shefexil Product Panel Exports in April2017 & for April18 (Values in USD Million)

SL. NO.	PANNEL	April, 2017	April, 2018	% Growth in Apr. 2018 OVER Apr. 2017
1	Fixed Vegetable Oil Cake & Others	5.88	5.88	0.00
2	Guar Gum	63.70	57.24	-10.14
3	Other Vegetable Materials	5.98	3.86	-35.45
4	Plant & Plant Portion	23.50	25.96	10.47
5	Shellac & Lac Based Products	2.28	4.57	99.97
6	Vegetable Saps & Extracts	53.22	70.11	31.74
	Total Exports of SHEFEXIL Products	154.56	167.62	8.44

(Source: DGCI&S)

Annex --- III

Top 25 export markets of top export products of SHEFEXIL

Rank	Export Markets	APR. 2017 Qty. in MT**	APR.2017 Value USD Mn	APR. 2018 Qty. in MT**	APR. 2018 Value USD Mn	% Growth in APR. 2018 Qty. in MT**	% Growth in APR.2018 Value USD Mn
1	U S A	28794.44	67.98	19262.91	58.82	-33.10	-13.48
2	HONG KONG	35.50	0.07	53.40	14.07	50.42	20000.00
3	GERMANY	2483.21	8.61	2908.82	9.63	17.14	11.89
4	CHINA P RP	7457.06	8.69	2775.61	5.72	-62.78	-34.19
5	NORWAY	8873.02	4.80	8581.79	5.16	-3.28	7.50
6	JAPAN	2040.10	3.63	1864.47	5.14	-8.61	41.60
7	RUSSIA	2878.69	4.50	2418.45	4.94	-15.99	9.78
8	U K	1751.80	3.50	2196.58	4.66	25.39	33.10
9	IRAN	377.68	0.86	680.48	3.86	80.17	348.49

10	ITALY	1336.05	2.94	1597.93	3.84	19.60	30.45
11	VIETNAM SOC REP	3006.96	2.69	2230.87	3.54	-25.81	31.47
12	FRANCE	597.91	2.81	682.48	3.20	14.14	14.05
13	PAKISTAN IR	619.73	1.68	1217.79	2.71	96.50	61.84
14	KOREA RP	2404.06	2.61	1798.79	2.59	-25.18	-0.79
15	U ARAB EMTS	1210.86	1.72	1126.53	2.52	-6.96	46.51
16	ARGENTINA	367.82	0.60	1294.04	2.39	251.81	298.33
17	BANGLADESH PR	6360.35	3.09	2619.62	2.22	-58.81	-28.25
18	AUSTRALIA	616.73	1.88	675.90	2.12	9.59	12.77
19	NETHERLAND	4105.86	5.15	612.03	1.84	-85.09	-64.27
20	CANADA	2410.90	3.97	607.40	1.71	-74.81	-56.88
21	SWITZERLAND	357.44	0.59	294.21	1.64	-17.69	178.40
22	INDONESIA	1077.44	1.05	744.76	1.50	-30.88	43.90
23	MEXICO	322.89	0.69	641.85	1.44	98.78	108.70
24	CHILE	42.91	0.08	1737.51	1.29	3949.20	1512.50
25	BRAZIL	368.85	1.03	417.34	1.29	13.15	25.11
Total exports to Top 25 export markets		79898.25	135.22	59041.56	147.85	-26.10	9.34
Total Export to all export markets		92543.95	154.56	70908.84	167.62	-23.38	8.44
% Share of export to top 25 export market in Total exports to all export markets		86.33	87.49	83.26	88.21		

(Source: DGCI&S)

Annex--IV

Region- Wise Export Trend (% Growth)

SR.NO	PANEL	REGION	% Growth in APR. 2018 over APR. 2017	
			Qty. in Thousand	Values in USD Million
1	VEGETABLE SAPS & EXTRACTS	NORTH AMERICA	-72.44	-1.28
		EU	-43.72	-13.36
		NE ASIA	-17.96	420.84
		WEST AND EAST ASIA	-22.58	72.13
		ASEAN	-13.09	13.87
		LATIN AMERICA	73.49	4.69
		CIS	-67.26	-9.43
		SOUTH ASIA	-33.52	-13.64
		AFRICA	-9.78	81.08
		OTHERS	-9.52	-12.50
		TOTAL VEGETABLE SAPS & EXTRACTS	-26.98	65.31
2	GUAR GUM & EXTRACTS	NORTH AMERICA	-73.83	-68.15
		EU	-27.04	9.54
		NE ASIA	-64.33	-30.53
		WEST AND EAST ASIA	45.88	93.90
		ASEAN	-16.35	26.97
		LATIN AMERICA	377.12	281.82
		CIS	-16.21	8.78
		SOUTH ASIA	98.77	50.00
		AFRICA	24.63	54.55

		OTHERS	-5.94	10.78
		TOTAL GUAR GUM & EXTRACTS	-9.89	14.63
3	PLANT & PLANT PORTION	NORTH AMERICA	34.22	44.44
		EU	-8.00	3.02
		NE ASIA	50.08	35.23
		WEST AND EAST ASIA	-11.36	-2.35
		ASEAN	-55.07	-43.94
		LATIN AMERICA	-22.59	-15.91
		CIS	3057.50	650.00
		SOUTH ASIA	8.45	153.95
		AFRICA	59.56	13.79
		OTHERS	-25.35	-18.75
		TOTAL PLANT & PLANT PORTION	-8.46	9.92
4	FIXED VEGETABLE OIL, CAKE & OTHERS	NORTH AMERICA	316.68	205.00
		EU	0.78	-16.26
		NE ASIA	-10.13	-35.38
		WEST AND EAST ASIA	157.93	123.81
		ASEAN	-19.43	-34.88
		LATIN AMERICA	846.75	425.00
		CIS	155.06	-50.00
		SOUTH ASIA	218.09	71.43
		AFRICA	19.94	200.00
		OTHERS	565.22	0.00

		TOTAL FIXED VEGETABLE OIL,CAKE & OTHERS	35.49	28.15
5	SHELLAC & LAC BASED PRODUCTS	NORTH AMERICA	65.84	29.16
		EU	1009.71	565.39
		NE ASIA	-63.11	51.38
		WEST AND EAST ASIA	150.07	203.29
		ASEAN	-2.99	22.68
		LATIN AMERICA	45.38	42.28
		CIS	0.00	0.00
		SOUTH ASIA	43.74	35.02
		AFRICA	-98.34	-91.46
		OTHERS	263.64	3142.51
		TOTAL SHELLAC & LAC BASED PRODUCTS	71.31	122.47
6	OTHER VEGETABLE MATERIALS	NORTH AMERICA	-32.12	0.00
		EU	-53.25	-2.70
		NE ASIA	26.00	-9.52
		WEST AND EAST ASIA	-60.77	-30.56
		ASEAN	31.11	200.00
		LATIN AMERICA	100.00	0.00
		CIS	2862.07	100.00
		SOUTH ASIA	364.70	-19.05
		AFRICA	-36.78	83.33
		OTHERS	12757.14	100.00
		TOTAL OTHER VEGETABLE MATERIALS	46.07	-5.86

(Source: DGCI&S)

Annex--V

Report on Exchange Rate Volatilitybetween April 2017 and April2018

Following table shows Appreciation and Depreciation of Currencies of India's major Export Markets, in percentage terms and India's FTA status with the same. This is calculated based on the exchange rate of currencies on the first trading day of April 2017 and the last trading day of April 2018.

Sl. No.	Country	Currency Name	1st April 2017	30April, 2018	AP/DP (%)	Net Result – AP/DP	India's FTA with these Countries
1	Afghanistan	Afghan Afghani	66.75	70.10	-4.78	DP	SAFTA
2	Bangladesh	Bangladeshi Taka	80.19	84.28	-4.85	DP	SAFTA
3	Chile	Chilean Peso	659.70	614.04	7.44	AP	India –Chile PTA
4	China	Chinese Yuan	6.89	6.33	8.84	AP	India and China are member countries of APTA, which was effective from 22.07.2005. (Note: tariff preference is for limited number of tariff lines only) China is one of the member countries of RCEP, which is under negotiation.
5	EU	Euro	0.94	0.83	13.07	AP	No FTA at present. India-EU BTIA is under negotiation
6	UK	British Pound	0.80	0.73	9.19	AP	No FTA at present. India-EU BTIA is under negotiation. Once BREXIT is implemented, there is

							possibility of separate FTA with UK.
7	Switzerland	Swiss Franc	1.00	0.99	1.34	AP	No FTA at present
8	Taiwan	Taiwan New Dollar	30.33	29.61	2.43	AP	No FTA at present

Sl. No.	Country	Currency Name	1st April 2017	30th April, 2018	AP/DP (%)	Net Result – AP/DP	India's FTA with these Countries
9	Turkey	Turkish Lira	3.64	4.06	-10.42	DP	Turkey gives GSP benefits
10	Mauritius	Mauritian Rupee	35.28	34.46	2.37	AP	No FTA at present
11	UAE	Emirati Dirham	3.67	3.67	0.08	AP	No FTA at present. India-GCC FTA is under negotiation
12	Nepal	Nepalese Rupee	104.35	106.87	-2.36	DP	SAFTA since 01.07.2006
13	Kenya	Kenyan Shilling	103.11	100.17	2.94	AP	No FTA at present
14	Viet Nam	Vietnamese Dong	22745.00	22764.63	-0.09	DP	Viet Nam is one of the member countries of RCEP, which is under negotiation
15	Jordan	Jordanian Dinar	0.71	0.71	-0.03	DP	No FTA at present
16	Pakistan	Pakistani Rupee	104.85	115.67	-9.35	DP	SAFTA
17	Qatar	Qatari Riyal	3.64	3.64	0.03	AP	No FTA at present. India-GCC FTA is under negotiation.
18	Uruguay	Uruguayan Peso	28.75	28.48	0.95	AP	India-MERCOSUR PTA
19	Iraq	Iraqi Dinar	1182.50	1185.40	-0.24	DP	No FTA at present
20	South Korea	South Korean Won	1117.71	1069.27	4.53	AP	APTA since 22.07.2005 and India-S.Korea CEPA since 01.01.2010. S. Korea is one of the member countries of RCEP, which is under negotiation

21	Mexico	Mexican Peso	18.72	18.78	-0.33	DP	No FTA at present
22	Japan	Japanese Yen	111.38	109.27	1.93	AP	India-Japan CEPA since 01.08.2011. Japan is one of the member countries of RCEP, which is under negotiation.

Sl. No.	Country	Currency Name	1st April 2017	30April, 2018	AP/DP (%)	Net Result – AP/DP	India's FTA with these Countries
23	Saudi Arabia	Saudi Arabian Riyal	3.75	3.75	0.00	NA	No FTA at present. India-GCC FTA is under negotiation.
24	Australia	Australian Dollar	1.31	1.33	-1.47	DP	No FTA at present. Australia is one of the member countries of RCEP, which is under negotiation
25	New Zealand	New Zealand Dollar	1.43	1.42	0.52	AP	No FTA at present. New Zealand is one of the member countries of RCEP, which is under negotiation
26	South Africa	South African Rand	13.42	12.48	7.56	AP	No FTA at present. India-SACU PTA is under negotiation
27	Brazil	Brazilian Real	3.12	3.48	-10.28	DP	India-MERCOSUR PTA
28	India	Indian Rupee	64.81	66.48	-2.52	DP	NA

[Source:Appreciation and depreciation of currencies are calculated based on Exchange Rates of 01.04.2017 and 30.04.2018. Exchange rates are taken from <http://www.xe.com/>

Note: AP – Appreciation | DP – Depreciation | “NA” in Col. No. 4 means currency remained stagnant or the Country follows fixed exchange rates.]

Abbreviations referred in table:

- APTA - Asia Pacific Trade Agreement
- ASEAN - Association of Southeast Asian Nations
- BTIA - Broad Based Trade and Investment Agreement (BTIA)
- CECA - Comprehensive Economic Cooperation Agreement

- CEPA - Comprehensive Economic Partnership Agreement (CEPA)
 - FTA - Free Trade Agreement (FTA)
 - GCC - Gulf Cooperation Council (GCC)
 - RCEP - Regional Comprehensive Economic Partnership (RCEP)
 - SACU - Southern African Customs Union (SACU)]
- If currency of a country depreciates, import becomes costlier against USD.
 - If currency of country appreciates, import becomes cheaper against USD.
 - If Indian currency is depreciating, gains of currency depreciation can be passed on to the buyer (importer). But if the importing country's currency depreciates more than Indian currency (in case of export from India) then even after passing gains due to depreciation by Indian exporter to the importer, landed cost of import still remain higher. Here, FTA helps. FTAs/PTAs/CECAs/CEPAs provide preferential treatment to Indian Origin Goods in Export market, which makes landed cost of import cheaper.
 - Exporters of the SHEFEXIL's products therefore have to study their export markets in terms of currency appreciation and depreciation along with tariff preferences available under FTAs/PTAs/CECAs/CEPAs.
