

## Analysis of SHEFEXIL Product Exports: January, 2019



**SHEFEXIL**

## TREND IN OVERALL EXPORTS

India's merchandise exports during January 2019 were valued at US \$ 26.29 Billion, as compared to US \$ 25.40 Billion during January 2018. This registers a positive growth of 3.50% in dollar terms. Exports were valued Rs. 1,86,012.51 Crore in January 2019 as compared to Rs. 1,61,697.37 Crore during January 2018. Hence, in Rupee terms export increased by 15.04%. However, cumulatively, exports grew during April-January 2018-19 as compared to April-January 2017-18 by 8.89% in dollar terms and 18.08% in rupee terms.

As compared to total exports made in December 2018 (USD 27.86 billion), exports in January 2019 (USD 26.29 billion) decreased merely by 5.63%.

## TREND IN SHEFEXIL PRODUCT EXPORTS

India's export of SHEFEXIL products valued at USD 196.72 million during January 2019 (FY 2018-19) as against USD 154.77 million during January 2018 (FY 2017-18), registering positive growth of 27.10%. Cumulative export of SHEFEXIL products during April-January 2018-19 recorded a growth of 12.40% over the same period last year, by securing exports of USD 1722.16 million as against USD 1532.22 million during April-January 2017-18.

As compared to total exports of SHEFEXIL products made in December 2018 (USD 167.21 million), exports in January 2019 (USD 196.72 million) increased by 17.64%.

There is an increase in exports in terms of quantity in January 2019, as it increased by 7.80% when compared to January 2018. However cumulative exports increased during April-January 2018-19 as compared to April-January 2017-18 by 2.02% only.

The quantity of exports increased in all the panels in January 2019 as compared to January 2018 except for panel "Vegetable Saps & Extracts". However, in case of cumulative exports, quantity of exports has increased in panels except "Vegetable Saps & Extracts" and "Fixed Vegetable Oil Cake & Others".

### KEY FACTS

- SHEFEXIL's exports valued at USD 196.72 million in January 2019, registering positive growth of 27.10% as compared to exports made in January 2018.
- As compared to exports made in Dec. 2018, exports in Jan. 2019 have increased by 17.64% in value terms.
- As compared to the quantity of exports made in January 2018, exports made in January 2019 increased by 7.80%.
- Monthly Exports of all the Panels have increased in terms of value except "Plant & Plant Portions" and "Fixed Vegetable Oil Cake & Others".
- Cumulative Exports of all panels grew positively in terms of value except "Plant & Plant Portions" and "Other Vegetable Materials".
- Monthly Exports of all the Panels except "Vegetable Saps & Extracts" increased in terms of quantity.
- There is a decline in cumulative exports in terms of quantity in case of panels "Vegetable Saps & Extracts" and "Fixed Vegetable Oil Cake & Others".

### Abbreviations:

**FVOC** - Fixed Vegetable Oil Cake & Others

**GG** - Guar Gum

**OV**M - Other Vegetable Materials

**PPP** - Plant & Plant Portion

**SLBP** - Shellac & Lac Based Products

**VSE** - Vegetable Saps & Extracts

**Monthly Exports** – Exports made in January. 2019 as compared to exports made in January. 2018.

**Cumulative Exports** - Exports made in April-January2018-19 as compared to exports made in April-January2017-18.

**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   |
|----------------------------------------------------------------|------------------------------------------|--------------|---------------------------------|-----------------------------|-------------------------------------|---------------------------------|---------|
| <b>Monthly Exports</b>                                         |                                          |              |                                 |                             |                                     |                                 |         |
| January, 2018                                                  | 6.56                                     | 53.35        | 2.83                            | 28.45                       | 2.18                                | 61.40                           | 154.77  |
| January, 2019                                                  | 5.17                                     | 55.81        | 5.24                            | 25.20                       | 3.33                                | 101.97                          | 196.72  |
| % Growth in January2019 as compared to January2018             | -21.19                                   | 4.61         | 85.16                           | -11.42                      | 52.49                               | 66.07                           | 27.10   |
| <b>Cumulative Exports</b>                                      |                                          |              |                                 |                             |                                     |                                 |         |
| April-January2017 – 2018                                       | 56.23                                    | 511.14       | 45.56                           | 267.94                      | 25.98                               | 625.37                          | 1532.22 |
| April-January2018 – 2019                                       | 62.48                                    | 548.99       | 43.28                           | 260.42                      | 32.50                               | 774.49                          | 1722.16 |
| % Growth in Apr-Jan. 2018-19 (as compared to Apr-Jan. 2017-18) | 11.12                                    | 7.41         | -5.00                           | -2.81                       | 25.10                               | 23.85                           | 12.40   |

(Source: DGCI&S)

- Overall monthly export of SHEFEXIL products in January2019increased by 27.10% in value terms, as compared to January2018.
- Month-on-month exports – Export in January2019increased by 17.64% as compared to export made in December2018 in value terms.
- Overall cumulative export of all SHEFEXIL products increased by 12.40% in Apr-Jan2018-19, in value terms, as compared to Apr-Jan 2017-18.

**Table 2: 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     |
|------------------------------------------------------------|------------------------------------------|--------------|---------------------------------|-----------------------------|-------------------------------------|---------------------------------|-----------|
| <b>Monthly Exports</b>                                     |                                          |              |                                 |                             |                                     |                                 |           |
| January, 2018                                              | 6214.76                                  | 40663.16     | 5459.97                         | 8649.21                     | 430.63                              | 8225.85                         | 69643.58  |
| January, 2019                                              | 6565.06                                  | 41762.67     | 9400.79                         | 9034.72                     | 660.61                              | 7653.65                         | 75077.50  |
| % Growth in January2019 (as compared to January2018)       | 5.64                                     | 2.70         | 72.18                           | 4.46                        | 53.41                               | -6.96                           | 7.80      |
| <b>Cumulative Exports</b>                                  |                                          |              |                                 |                             |                                     |                                 |           |
| APRIL,2017 - JANUARY,2018                                  | 64176.88                                 | 406132.12    | 65931.79                        | 86797.38                    | 5666.15                             | 112494.14                       | 741198.46 |
| APRIL,2018 - JANUARY,2019                                  | 58943.75                                 | 415816.99    | 75220.74                        | 92457.07                    | 6776.44                             | 106979.64                       | 756194.63 |
| % Growth in Apr-Jan2018-19 (as compared to Apr-Jan2017-18) | -8.15                                    | 2.38         | 14.09                           | 6.52                        | 19.60                               | -4.90                           | 2.02      |

(Source: DGCI&amp;S)

- Overall monthly export of SHEFEXIL products in January 2019 increased by 7.80% in terms of quantity, as compared to January 2018.
- Month-on-month exports – Export in January 2019 increased by 1.02% as compared to export made in December 2018.
- Overall cumulative export of SHEFEXIL products increased by 2.02% in Apr-Jan 2018-19, as compared to Apr-Jan 2017-18 in terms of quantity.

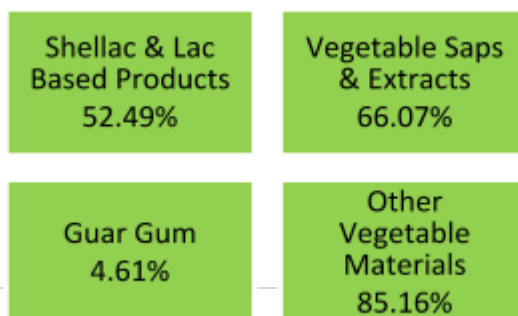
**Table 3: Export Performance**

|                                   |                                   |                   |
|-----------------------------------|-----------------------------------|-------------------|
| <b>Apr-Jan 2018 (USD Billion)</b> | <b>Apr-Jan 2019 (USD Billion)</b> | <b>Growth (%)</b> |
| 1.53                              | 1.72                              | <u>12.42</u>      |
| <b>Jan – 2018 (USD Billion)</b>   | <b>Jan – 2019 (USD Billion)</b>   | <b>Growth (%)</b> |
| 0.15                              | 0.19                              | <u>26.67</u>      |
| <b>Dec – 2018 (USD Billion)</b>   | <b>Jan – 2019 (USD Billion)</b>   | <b>Growth (%)</b> |
| 0.16                              | 0.19                              | <u>18.75</u>      |

**Table 4: Top 10 Destinations of SHEFEXIL Products:**

| Rank | Export Markets | Apr- Jan 18<br>(Value in USD Million) | Apr- Jan 19<br>(Value in USD Million) | % Growth in<br>Apr-Dec 19 |
|------|----------------|---------------------------------------|---------------------------------------|---------------------------|
| 1    | U S A          | 602.45                                | 579.46                                | -3.82                     |
| 2    | CHINA P R P    | 95.61                                 | 134.82                                | 41.01                     |
| 3    | GERMANY        | 101.95                                | 95.39                                 | -6.43                     |
| 4    | HONG KONG      | 3.82                                  | 87.18                                 | 2183.67                   |
| 5    | IRAN           | 79.42                                 | 71.27                                 | -10.27                    |
| 6    | SINGAPORE      | 15.99                                 | 53.89                                 | 237.02                    |
| 7    | JAPAN          | 42.51                                 | 47.65                                 | 12.10                     |
| 8    | NETHERLAND     | 40.01                                 | 45.83                                 | 14.56                     |
| 9    | U K            | 42.68                                 | 45.61                                 | 6.86                      |
| 10   | RUSSIA         | 33.53                                 | 43.80                                 | 30.63                     |

**Panels which recorded positive growth in terms of value during January 2019 over January 2018**  
(Values in USD Million)



**Table 5: Panels which recorded negative and positive growth in exports during cumulative period.**

| Panels which recorded negative growth |                                   |                                    |         |
|---------------------------------------|-----------------------------------|------------------------------------|---------|
| PANEL                                 | Apr-Jan-18 – Value in USD Million | Apr-Jan -19 – Value in USD Million | Growth% |
| Plant & Plant Portion                 | 267.94                            | 260.42                             | -2.81   |
| Other Vegetable Materials             | 45.56                             | 43.28                              | -5.00   |
| Panels which recorded positive growth |                                   |                                    |         |
| PANEL                                 | Apr-Jan-18 – Value in USD Million | Apr-Jan -19 – Value in USD Million | Growth% |
| Vegetable Saps & Extracts             | 625.37                            | 774.49                             | 23.85   |
| Guar Gum                              | 511.14                            | 548.99                             | 7.41    |
| Fixed Vegetable Oil, Cake & Others    | 56.23                             | 62.48                              | 11.12   |
| Shellac & Lac Based Products          | 25.98                             | 32.50                              | 25.10   |

**Reasons for negative growth in Apr-Jan 2019**

**1. Decrease in the export of Psyllium husk(Isobgul husk):**

Under panel Plant & Plant Portion, Isobgul is the major exported commodity. This product is mainly grown in Gujarat & Rajasthan. Isobgul crop production has decreased in Kutch and North Gujarat due to less rain fall in the region and low prices of the commodity. Isobgul crop requires 6 to 7 cycles of watering and prices of Isobgul were lower in 2017-18, since farmers are not getting good price they have moved away from growing Isobgul and shifted to other crops. This has resulted into lower production of Isobgul crop and thus our exports of Isobgul husk have decreased.

**2. Decrease in the production of Cotton crop:**

Under panel Other Vegetable Materials, Cotton linter is the major exported commodity. As per Cotton Association of India (CAI), production of Cotton crop has decreased in the current period. The reason quoted by CAI for decrease in the production of Cotton crop is as under:

**Quote:**

**“The main reason for lower crop is that in the Southern Zone farmers have uprooted their cotton plants due to moisture deficiency as a result of which there is no scope for 3<sup>rd</sup> and 4<sup>th</sup> pickings.”**

**Unquote**

Due to lower production of Cotton crop our export of Cotton Linters has decreased in Apr-Jan 2018-19 as compared to Apr-Jan 2017-18. For more details refer this link - <http://www.caionline.in>

**3. Decrease in the export of Bidi wrapper leaves:**

Under panel Other Vegetable Materials, export of Bidi wrapper leaves has decreased to Sri Lanka. Reasons for decrease in the export to Sri Lanka are as under:

- i. Bidi wrapper leaves are widely used to prepare Bidi for smoking. The main ingredient in Bidi is Tobacco. Tobacco is wrapped in tendu leaves (bidi wrapper leaves). Sri Lanka has signed the Framework Convention on Tobacco Control (FCTC) in 2003 in order to give priority towards protecting public health and address the demand and supply of tobacco through the international best practice WHO strategies. These strategies include monitoring tobacco use and prevention policies, protecting people from tobacco smoke, offering help to quit tobacco use, warning about the dangers of tobacco use, enforcing bans on tobacco advertising, promotion and sponsorship, and raising taxes on tobacco. Due to this production of tobacco related products are lowered in Sri Lanka.
- ii. Also, majority of population is smoking cigarettes in srilanka as compared to bidi. And bidi smokers are shifting towards cigarettes. Majority of the beedi consumers are consuming cigarettes but most cigarettes users are not consuming bidi. Hence, bidi smokers are declining in Sri Lanka.

Due to the above reasons our export of bidi wrapper leaves to Sri Lanka has decreased in January 2019 as compared to January 2018.

**Reasons for positive growth in Apr-Jan 2019**

**1. Increase in the export of Menthol crystal:**

Menthol Crystal has wide range of applications in cosmetics, medicine, food etc. and thus has huge demand in international markets such as EU, USA, Russia etc. therefore, our exports of menthol crystal has increased.

## **2. Increase in the export of Gymnema Extract:**

Under panel, Vegetable Saps & Extracts, export of product “Gymnema Extract” has increased. The export has increased mainly to Japan. In Japan, “Gymnema Extract” is used for the treatment of obesity to prevent diabetes. In Japan, numbers of diabetes patients are increasing and thus demand for “Gymnema Extract” has increased.

## **3. Increase in the exports of Guar Gum Splits to China:**

India’s export of Guar Gum Splits is increasing due to very huge demand for splits from China. China is procuring Guar Gum Splits from India and producing value added products out of it and again exporting to different countries in the World. The import duty on Guar Gum Splits in China is low as compared to the duty on value added products of Guar Gum. Therefore, our export of Guar Gum Refined Split has increased in China.

## **4. Rupee depreciation against USD:**

Rupee has depreciated against USD during Apr-Jan 2019 as compared to Apr-Jan 2018. As per RBI, the average rate of Rupee against USD during Apr-Jan 2018 was 64.40 and during Apr-Jan 2019 it is 67.21. Import intensity is very low in SHEFEXIL products and this currency depreciation has provided boost to Indian exports of SHEFEXIL products.

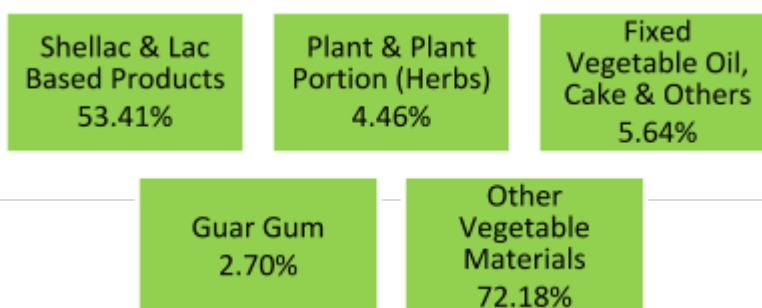
## **5. Increase in the export of Guar Meal/Refined split to Netherlands and UK:**

European nations, like Netherlands and UK, have a high demand for guar powder in the food industry. UK has a significant demand for guar gum in oil drilling as well as the food industry. Oil drilling is the leading industry in the UK driving the demand for guar gum, whereas the food industry is the second-largest industry driving the market.

## **6. Increase in export of Mint oil:**

Our export of mint oil has increased in countries such as Hong Kong and Singapore during April-Jan 2019. Mint oil has wide range of uses, mint oil and its constituents are commercially used in food, pharmaceutical and cosmetics industries. Mint oil is used as raw material in toothpaste, toothpowder, confectionary, mouth fresheners, cough drops, perfumes, chewing gums & candies. Due to huge demand for Mint oil in international markets our exports have increased.

## **Panels which recorded positive growth in terms of quantity during January 2019vis--a--visJanuary 2018**





### 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 33.65% in Apr-Jan 2018-19.
- Other top export markets in Apr-Jan 2018-19 with their percentage share in total exports of SHEFEXIL products are (belonging to top 10 export markets) China (7.83%), Germany (5.54%), Hong Kong (5.06%), Iran (4.14%), Singapore (3.13%), Japan (2.77%), Netherlands (2.66%), UK (2.65%) and Russia (2.54%). In other words, exports are largely concentrated in USA.

*Top 25 countries account for 88.80% of total SHEFEXIL product exports during April-January 2018-19, in value terms.*

- Panel-wise Top Export Markets are listed in Table 6 as under:

**Table 6 - Panel-wise Top 25 export markets (sorted based on exports made in April – January 2018-19 – in value terms) (Values in USD Million) (QTY in MT)**

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

| Rank | Export market | Jan 2018 |      | Jan 2019 |      | APR-JAN 2017-18 |      | APR-JAN 2018-19 |       |
|------|---------------|----------|------|----------|------|-----------------|------|-----------------|-------|
|      |               | QTY.     | VAL. | QTY.     | VAL. | QTY.            | VAL. | QTY.            | VAL.  |
| 1    | U S A         | 676.78   | 1.19 | 1095.66  | 1.52 | 5365.91         | 9.87 | 7791.26         | 13.92 |
| 2    | MEXICO        | 15.60    | 0.06 | 16.38    | 0.07 | 854.62          | 1.44 | 2010.27         | 4.19  |
| 3    | ITALY         | 155.86   | 0.44 | 134.01   | 0.24 | 1569.80         | 3.32 | 2004.94         | 3.93  |
| 4    | IRAN          | 80.51    | 0.21 | 50.00    | 0.16 | 1056.76         | 2.24 | 1475.49         | 3.22  |
| 5    | KOREA RP      | 896.14   | 0.29 | 764.15   | 0.28 | 12369.74        | 3.62 | 11619.85        | 2.82  |
| 6    | MALAYSIA      | 191.51   | 0.28 | 108.40   | 0.14 | 1422.06         | 2.09 | 1693.56         | 2.79  |
| 7    | JAPAN         | 509.28   | 0.33 | 270.33   | 0.21 | 3724.08         | 2.77 | 2655.69         | 2.43  |
| 8    | U ARAB EMTS   | 106.75   | 0.21 | 101.48   | 0.22 | 1027.22         | 1.83 | 1171.26         | 2.42  |

|                                                          |               |                |             |                |             |                 |              |                 |              |
|----------------------------------------------------------|---------------|----------------|-------------|----------------|-------------|-----------------|--------------|-----------------|--------------|
| 9                                                        | AUSTRALIA     | 33.97          | 0.07        | 114.69         | 0.25        | 734.28          | 1.55         | 1101.63         | 2.37         |
| 10                                                       | NETHERLAND    | 132.11         | 0.23        | 13.90          | 0.02        | 1540.86         | 2.48         | 1329.33         | 2.28         |
| 11                                                       | U K           | 207.52         | 0.37        | 151.51         | 0.22        | 1438.00         | 3.09         | 878.06          | 1.99         |
| 12                                                       | CHINA P RP    | 461.33         | 0.42        | 709.30         | 0.10        | 3889.67         | 1.68         | 1672.31         | 1.71         |
| 13                                                       | FRANCE        | 42.91          | 0.14        | 1.08           | 0.03        | 358.49          | 0.96         | 394.81          | 1.59         |
| 14                                                       | SINGAPORE     | 18.77          | 0.05        | 13.46          | 0.03        | 281.02          | 0.94         | 416.67          | 1.37         |
| 15                                                       | NEPAL         | 1176.83        | 0.19        | 1900.15        | 0.27        | 2738.89         | 0.70         | 7039.95         | 1.30         |
| 16                                                       | CANADA        | 105.87         | 0.14        | 80.93          | 0.15        | 315.00          | 0.95         | 507.49          | 1.19         |
| 17                                                       | BANGLADESH PR | 5.10           | 0.00        | 138.80         | 0.02        | 14525.14        | 4.14         | 4201.74         | 1.15         |
| 18                                                       | SRI LANKA DSR | 12.37          | 0.03        | 89.61          | 0.07        | 494.01          | 0.91         | 876.68          | 1.08         |
| 19                                                       | NEW ZEALAND   | 26.58          | 0.04        | 92.29          | 0.16        | 296.46          | 0.45         | 600.18          | 1.03         |
| 20                                                       | SPAIN         | 49.48          | 0.11        | 122.56         | 0.17        | 266.80          | 0.58         | 522.80          | 1.01         |
| 21                                                       | THAILAND      | 44.00          | 0.06        | 171.03         | 0.15        | 406.10          | 0.54         | 802.80          | 0.92         |
| 22                                                       | TAIWAN        | 272.34         | 0.40        | 52.40          | 0.02        | 1308.48         | 1.53         | 1027.04         | 0.83         |
| 23                                                       | GERMANY       | 43.42          | 0.07        | 31.32          | 0.05        | 619.59          | 0.88         | 248.35          | 0.57         |
| 24                                                       | OMAN          | 28.29          | 0.07        | 37.08          | 0.08        | 197.74          | 0.52         | 247.05          | 0.54         |
| 25                                                       | BHUTAN        | 250.62         | 0.10        | 30.33          | 0.03        | 1006.21         | 0.31         | 1497.24         | 0.52         |
| <b>TOTAL EXPORT OF FVOC TO TOP 25 EXPORT MARKETS</b>     |               | <b>5543.94</b> | <b>5.50</b> | <b>6290.85</b> | <b>4.66</b> | <b>57806.93</b> | <b>49.39</b> | <b>53786.45</b> | <b>57.17</b> |
| <b>TOTAL EXPORTS OF FVOC PANEL TO ALL EXPORT MARKETS</b> |               | <b>6214.76</b> | <b>6.56</b> | <b>6565.06</b> | <b>5.17</b> | <b>64176.88</b> | <b>56.23</b> | <b>58943.75</b> | <b>62.48</b> |

## 2. Guar Gum (GG)

| Rank | Export market | Jan 2018 |      | Jan2019 |      | APR-JAN2017-18 |      | APR-JAN2018-19 |      |
|------|---------------|----------|------|---------|------|----------------|------|----------------|------|
|      |               | QTY.     | VAL. | QTY.    | VAL. | QTY.           | VAL. | QTY.           | VAL. |
|      |               |          |      |         |      |                |      |                |      |

|    |              |          |       |          |       |           |        |           |        |
|----|--------------|----------|-------|----------|-------|-----------|--------|-----------|--------|
| 1  | U S A        | 16370.27 | 28.52 | 12299.69 | 20.34 | 177739.61 | 279.55 | 134652.00 | 231.89 |
| 2  | CHINA P RP   | 2475.40  | 3.78  | 10172.00 | 13.65 | 19188.65  | 25.96  | 48762.19  | 68.61  |
| 3  | RUSSIA       | 973.00   | 1.73  | 2037.00  | 3.41  | 18506.60  | 29.11  | 21376.78  | 37.32  |
| 4  | NORWAY       | 7722.50  | 4.24  | 5155.00  | 3.05  | 66021.50  | 36.44  | 57986.88  | 35.32  |
| 5  | GERMANY      | 1542.50  | 2.53  | 2387.10  | 3.62  | 17832.83  | 24.89  | 17300.58  | 28.53  |
| 6  | NETHERLAND   | 1557.00  | 1.21  | 975.00   | 0.95  | 21605.20  | 14.30  | 34099.93  | 21.48  |
| 7  | ARGENTINA    | 193.45   | 0.37  | 335.00   | 0.61  | 6785.50   | 9.80   | 9559.00   | 16.83  |
| 8  | U K          | 1844.80  | 1.62  | 1094.00  | 0.98  | 13369.97  | 10.46  | 17030.60  | 13.67  |
| 9  | ITALY        | 881.30   | 0.85  | 792.50   | 1.18  | 8238.00   | 7.32   | 12325.16  | 12.22  |
| 10 | CHILE        | 564.00   | 0.34  | 1584.00  | 0.99  | 2404.40   | 2.40   | 10890.00  | 7.27   |
| 11 | CANADA       | 954.00   | 1.56  | 135.00   | 0.23  | 9441.04   | 14.46  | 4111.99   | 7.10   |
| 12 | BRAZIL       | 186.00   | 0.33  | 324.00   | 0.57  | 2359.93   | 4.17   | 3066.75   | 5.91   |
| 13 | AUSTRALIA    | 268.00   | 0.38  | 408.00   | 0.63  | 2914.51   | 4.34   | 3545.45   | 5.61   |
| 14 | JAPAN        | 254.72   | 0.39  | 227.07   | 0.43  | 2754.52   | 5.33   | 1946.08   | 5.35   |
| 15 | FRANCE       | 400.00   | 0.32  | 366.09   | 0.45  | 1954.11   | 2.58   | 3480.71   | 4.23   |
| 16 | INDONESIA    | 171.13   | 0.28  | 229.39   | 0.39  | 2699.03   | 3.11   | 2167.50   | 3.61   |
| 17 | IRAN         | 83.00    | 0.13  | 21.00    | 0.04  | 736.00    | 1.05   | 1616.50   | 3.06   |
| 18 | DENMARK      | 60.00    | 0.09  | 129.00   | 0.21  | 4252.00   | 2.93   | 3001.00   | 2.76   |
| 19 | MEXICO       | 137.00   | 0.22  | 62.00    | 0.09  | 1728.60   | 2.77   | 1595.80   | 2.60   |
| 20 | POLAND       | 204.00   | 0.27  | 102.00   | 0.14  | 1462.00   | 1.59   | 2804.90   | 2.57   |
| 21 | THAILAND     | 717.00   | 0.48  | 403.00   | 0.33  | 2591.05   | 2.39   | 2142.86   | 2.56   |
| 22 | SOUTH AFRICA | 125.00   | 0.18  | 170.00   | 0.25  | 1464.79   | 1.78   | 1656.90   | 2.44   |
| 23 | SWITZERLAND  | 98.00    | 0.15  | 160.00   | 0.25  | 1423.00   | 1.90   | 1540.05   | 2.41   |
| 24 | MALAYSIA     | 51.00    | 0.08  | 267.71   | 0.47  | 977.49    | 1.54   | 1345.00   | 2.40   |

|                                                          |         |                 |              |                 |              |                  |               |                  |               |
|----------------------------------------------------------|---------|-----------------|--------------|-----------------|--------------|------------------|---------------|------------------|---------------|
| 25                                                       | BELGIUM | 82.00           | 0.13         | 465.00          | 0.42         | 1972.50          | 2.16          | 1751.50          | 2.18          |
| <b>TOTAL EXPORT OF GUAR GUM TO TOP 25 EXPORT MARKETS</b> |         | <b>37915.07</b> | <b>50.18</b> | <b>40300.55</b> | <b>53.68</b> | <b>390422.83</b> | <b>492.33</b> | <b>399756.11</b> | <b>527.93</b> |
| <b>TOTAL EXPORTS OF GUAR GUM TO ALL EXPORT MARKETS</b>   |         | <b>40663.16</b> | <b>53.35</b> | <b>41762.67</b> | <b>55.81</b> | <b>406132.12</b> | <b>511.14</b> | <b>415816.99</b> | <b>548.99</b> |

### 3. Other Vegetable Materials (OVMS)

| Ran<br>kkk<br>kkk<br>kkk | Export market | Jan 2018 |      | Jan2019 |      | APR-JAN2017-18 |       | APR-JAN2018-19 |      |
|--------------------------|---------------|----------|------|---------|------|----------------|-------|----------------|------|
|                          |               | QTY.     | VAL. | QTY.    | VAL. | QTY.           | VAL.  | QTY.           | VAL. |
| 1                        | CHINA P RP    | 295.03   | 0.12 | 4670.02 | 1.49 | 27791.18       | 13.19 | 23028.17       | 8.57 |
| 2                        | JAPAN         | 1017.00  | 0.71 | 1308.06 | 0.89 | 9135.91        | 7.34  | 10383.77       | 7.18 |
| 3                        | SRI LANKA DSR | 172.26   | 0.45 | 205.18  | 0.63 | 2275.51        | 7.58  | 2106.46        | 6.21 |
| 4                        | BANGLADESH PR | 661.16   | 0.22 | 471.90  | 0.17 | 6269.74        | 1.89  | 12432.83       | 3.76 |
| 5                        | SAUDI ARAB    | 0.00     | 0.00 | 548.93  | 0.26 | 3691.25        | 1.72  | 4416.84        | 2.17 |
| 6                        | U S A         | 346.73   | 0.18 | 241.49  | 0.29 | 1116.52        | 0.96  | 1981.54        | 2.16 |
| 7                        | U K           | 58.95    | 0.07 | 71.73   | 0.12 | 682.16         | 1.22  | 780.10         | 1.20 |
| 8                        | PAKISTAN IR   | 30.70    | 0.08 | 38.89   | 0.06 | 771.52         | 2.32  | 666.20         | 1.07 |
| 9                        | NEPAL         | 87.52    | 0.06 | 43.72   | 0.04 | 685.58         | 0.88  | 858.88         | 1.01 |
| 10                       | KOREA RP      | 116.69   | 0.08 | 335.85  | 0.15 | 323.01         | 0.69  | 2326.91        | 0.89 |
| 11                       | U ARAB EMTS   | 222.36   | 0.16 | 104.36  | 0.07 | 1071.15        | 0.80  | 1147.62        | 0.77 |
| 12                       | GERMANY       | 52.61    | 0.11 | 39.86   | 0.07 | 256.47         | 0.54  | 399.49         | 0.72 |
| 13                       | MALAYSIA      | 25.87    | 0.06 | 19.84   | 0.04 | 304.49         | 0.48  | 362.65         | 0.70 |
| 14                       | SPAIN         | 23.15    | 0.05 | 38.57   | 0.10 | 182.85         | 0.39  | 275.15         | 0.60 |

|                                                              |                    |                |             |                |             |                 |              |                 |              |
|--------------------------------------------------------------|--------------------|----------------|-------------|----------------|-------------|-----------------|--------------|-----------------|--------------|
| 15                                                           | BHUTAN             | 1891.50        | 0.10        | 550.38         | 0.03        | 5399.80         | 0.30         | 9425.45         | 0.48         |
| 16                                                           | TURKEY             | 0.00           | 0.00        | 185.72         | 0.20        | 341.30          | 0.32         | 376.32          | 0.47         |
| 17                                                           | MYANMAR            | 0.00           | 0.00        | 0.00           | 0.00        | 0.25            | 0.00         | 50.10           | 0.39         |
| 18                                                           | QATAR              | 51.16          | 0.03        | 33.06          | 0.02        | 276.04          | 0.14         | 645.00          | 0.37         |
| 19                                                           | AUSTRALIA          | 2.07           | 0.02        | 36.66          | 0.06        | 134.11          | 0.22         | 221.32          | 0.33         |
| 20                                                           | VIETNAM SOC<br>REP | 19.60          | 0.03        | 0.53           | 0.00        | 152.05          | 0.20         | 200.50          | 0.32         |
| 21                                                           | KUWAIT             | 92.30          | 0.03        | 134.00         | 0.05        | 1514.18         | 0.54         | 703.79          | 0.30         |
| 22                                                           | SOUTH AFRICA       | 19.00          | 0.03        | 8.32           | 0.01        | 71.04           | 0.13         | 125.95          | 0.22         |
| 23                                                           | RUSSIA             | 0.00           | 0.00        | 50.40          | 0.02        | 65.11           | 0.11         | 180.45          | 0.18         |
| 24                                                           | AUSTRIA            | 0.00           | 0.00        | 20.00          | 0.05        | 17.80           | 0.06         | 72.41           | 0.17         |
| 25                                                           | CANADA             | 11.48          | 0.02        | 5.17           | 0.01        | 94.27           | 0.17         | 105.66          | 0.16         |
| <b>TOTAL EXPORT OF OVMs<br/>TO TOP 25 EXPORT<br/>MARKETS</b> |                    | <b>5197.14</b> | <b>2.61</b> | <b>9162.64</b> | <b>4.83</b> | <b>62623.29</b> | <b>42.19</b> | <b>73273.56</b> | <b>40.40</b> |
| <b>TOTAL EXPORTS OF<br/>OVMs TO ALL EXPORT<br/>MARKETS</b>   |                    | <b>5459.97</b> | <b>2.83</b> | <b>9400.79</b> | <b>5.24</b> | <b>65931.79</b> | <b>45.56</b> | <b>75220.74</b> | <b>43.28</b> |

#### 4. Plant & Plant Portion (PPP)

| Rank | Export market      | Jan 2018 |      | Jan2019 |       | APR-JAN2017-18 |       | APR-JAN2018-19 |       |
|------|--------------------|----------|------|---------|-------|----------------|-------|----------------|-------|
|      |                    | QTY.     | VAL. | QTY.    | VAL.  | QTY.           | VAL.  | QTY.           | VAL.  |
| 1    | U S A              | 1845.44  | 8.70 | 2789.65 | 10.23 | 17230.09       | 80.98 | 22983.29       | 84.77 |
| 2    | GERMANY            | 923.13   | 4.08 | 680.79  | 2.06  | 8739.13        | 38.17 | 9248.09        | 28.81 |
| 3    | VIETNAM SOC<br>REP | 928.36   | 1.34 | 473.75  | 0.78  | 8363.71        | 12.17 | 9236.12        | 21.77 |
| 4    | CHINA P RP         | 355.99   | 1.10 | 178.00  | 0.52  | 2507.66        | 8.04  | 3857.10        | 11.10 |

|                                                   |                  |                |              |                |              |                 |               |                 |               |
|---------------------------------------------------|------------------|----------------|--------------|----------------|--------------|-----------------|---------------|-----------------|---------------|
| 5                                                 | PAKISTAN IR      | 403.27         | 1.13         | 428.47         | 0.96         | 2349.91         | 7.39          | 3668.14         | 10.64         |
| 6                                                 | ITALY            | 255.22         | 1.56         | 306.04         | 1.39         | 2084.26         | 13.83         | 2105.55         | 10.55         |
| 7                                                 | U K              | 354.25         | 1.63         | 185.13         | 0.87         | 1885.61         | 8.40          | 1645.73         | 8.11          |
| 8                                                 | AUSTRALIA        | 120.66         | 0.76         | 106.08         | 0.50         | 1181.63         | 6.11          | 1209.11         | 6.02          |
| 9                                                 | FRANCE           | 98.62          | 0.53         | 109.61         | 0.48         | 1232.30         | 6.14          | 1091.76         | 4.69          |
| 10                                                | BELGIUM          | 147.21         | 0.75         | 77.30          | 0.26         | 1291.99         | 5.58          | 1271.90         | 4.17          |
| 11                                                | KOREA RP         | 60.57          | 0.27         | 142.63         | 0.76         | 819.17          | 4.18          | 1057.84         | 4.16          |
| 12                                                | JAPAN            | 114.41         | 0.43         | 139.55         | 0.22         | 1116.80         | 4.47          | 1048.46         | 4.12          |
| 13                                                | U ARAB EMTS      | 344.18         | 0.26         | 438.73         | 0.56         | 4415.61         | 5.35          | 3419.30         | 4.12          |
| 14                                                | BANGLADESH<br>PR | 24.50          | 0.16         | 159.77         | 0.40         | 1720.98         | 3.40          | 2180.74         | 4.00          |
| 15                                                | CANADA           | 61.42          | 0.18         | 82.78          | 0.34         | 973.59          | 3.05          | 1147.95         | 3.36          |
| 16                                                | MALAYSIA         | 93.28          | 0.29         | 105.39         | 0.46         | 1000.35         | 3.88          | 946.11          | 3.24          |
| 17                                                | MEXICO           | 65.00          | 0.19         | 100.00         | 0.31         | 1042.71         | 2.89          | 1181.00         | 2.69          |
| 18                                                | IRAN             | 93.00          | 0.27         | 40.00          | 0.05         | 1686.32         | 3.31          | 1432.29         | 2.63          |
| 19                                                | NETHERLAND       | 303.34         | 0.38         | 128.62         | 0.27         | 3829.35         | 4.54          | 1945.64         | 2.44          |
| 20                                                | TAIWAN           | 253.04         | 0.29         | 477.60         | 0.64         | 1096.31         | 1.39          | 1360.73         | 2.29          |
| 21                                                | SAUDI ARAB       | 385.20         | 0.39         | 226.67         | 0.22         | 2396.46         | 2.77          | 2018.18         | 2.23          |
| 22                                                | PHILIPPINES      | 141.10         | 0.11         | 153.50         | 0.11         | 2406.63         | 2.35          | 1894.73         | 2.09          |
| 23                                                | IRELAND          | 20.00          | 0.18         | 16.74          | 0.14         | 230.10          | 1.96          | 261.35          | 1.89          |
| 24                                                | BRAZIL           | 25.53          | 0.10         | 88.98          | 0.19         | 520.30          | 1.30          | 673.03          | 1.83          |
| 25                                                | SPAIN            | 54.69          | 0.13         | 54.48          | 0.06         | 576.75          | 2.19          | 587.07          | 1.80          |
| <b>TOTAL EXPORT OF 'PPP'<br/>TO TOP 25 EXPORT</b> |                  | <b>7471.41</b> | <b>25.21</b> | <b>7690.26</b> | <b>22.78</b> | <b>70697.72</b> | <b>233.84</b> | <b>77471.21</b> | <b>233.52</b> |

|                                                             |                |              |                |              |                 |               |                 |               |
|-------------------------------------------------------------|----------------|--------------|----------------|--------------|-----------------|---------------|-----------------|---------------|
| <b>TOTAL EXPORTS OF<br/>'PPP' TO ALL EXPORT<br/>MARKETS</b> | <b>8649.21</b> | <b>28.45</b> | <b>9034.72</b> | <b>25.20</b> | <b>86797.38</b> | <b>267.94</b> | <b>92457.07</b> | <b>260.42</b> |
|-------------------------------------------------------------|----------------|--------------|----------------|--------------|-----------------|---------------|-----------------|---------------|

#### 5. **Shellac & Lac Based Products (SLBP)**

| Rank | Export market | Jan 2018 |      | Jan2019 |      | APR-JAN2017-18 |      | APR-JAN2018-19 |      |
|------|---------------|----------|------|---------|------|----------------|------|----------------|------|
|      |               | QTY.     | VAL. | QTY.    | VAL. | QTY.           | VAL. | QTY.           | VAL. |
| 1    | BANGLADESH    | 109.50   | 0.46 | 143.70  | 0.59 | 1252.70        | 5.28 | 1518.95        | 6.17 |
| 2    | U S A         | 112.58   | 0.58 | 66.29   | 0.36 | 775.84         | 3.02 | 1194.49        | 4.90 |
| 3    | PAKISTAN      | 38.38    | 0.16 | 91.85   | 0.30 | 1191.66        | 4.31 | 1188.75        | 4.25 |
| 4    | CHINA         | 0.00     | 0.00 | 63.50   | 0.53 | 222.80         | 2.00 | 283.10         | 3.83 |
| 5    | GERMANY       | 41.75    | 0.24 | 37.00   | 0.18 | 624.70         | 2.77 | 657.41         | 2.68 |
| 6    | SWITZERLAND   | 0.00     | 0.00 | 10.00   | 0.29 | 54.00          | 1.28 | 64.90          | 2.25 |
| 7    | IRAQ          | 25.00    | 0.13 | 50.00   | 0.21 | 328.00         | 1.32 | 499.50         | 1.95 |
| 8    | U K           | 10.00    | 0.09 | 15.00   | 0.08 | 69.25          | 0.56 | 124.69         | 0.94 |
| 9    | SPAIN         | 0.00     | 0.00 | 33.73   | 0.18 | 111.63         | 0.59 | 165.15         | 0.76 |
| 10   | INDONESIA     | 12.00    | 0.06 | 0.00    | 0.00 | 242.35         | 1.05 | 178.20         | 0.73 |
| 11   | EGYPT         | 12.00    | 0.05 | 24.00   | 0.11 | 215.75         | 0.82 | 190.08         | 0.70 |
| 12   | ITALY         | 11.50    | 0.05 | 22.50   | 0.12 | 106.50         | 0.45 | 122.20         | 0.53 |
| 13   | JAPAN         | 12.00    | 0.07 | 62.70   | 0.25 | 62.20          | 0.29 | 126.98         | 0.51 |
| 14   | HAITI         | 0.00     | 0.00 | 0.00    | 0.00 | 46.25          | 0.20 | 88.00          | 0.40 |
| 15   | CANADA        | 24.10    | 0.10 | 0.00    | 0.00 | 144.53         | 0.53 | 96.45          | 0.39 |
| 16   | FRANCE        | 0.00     | 0.00 | 0.00    | 0.00 | 15.20          | 0.12 | 30.45          | 0.34 |
| 17   | KENYA         | 6.00     | 0.03 | 0.00    | 0.00 | 29.50          | 0.14 | 25.50          | 0.15 |
| 18   | MEXICO        | 0.00     | 0.00 | 0.00    | 0.00 | 0.00           | 0.00 | 12.00          | 0.14 |

|                                                  |              |        |      |        |      |         |       |         |       |
|--------------------------------------------------|--------------|--------|------|--------|------|---------|-------|---------|-------|
| 19                                               | SAUDI ARABIA | 1.50   | 0.01 | 22.00  | 0.01 | 3.55    | 0.03  | 92.50   | 0.10  |
| 20                                               | TURKEY       | 1.50   | 0.01 | 0.00   | 0    | 19.95   | 0.10  | 13.45   | 0.08  |
| 21                                               | KOREA        | 2.15   | 0.04 | 2.20   | 0.01 | 9.30    | 0.11  | 7.60    | 0.07  |
| 22                                               | TANZANIA     | 0.00   | 0.00 | 0.00   | 0    | 0.00    | 0.00  | 20.00   | 0.07  |
| 23                                               | AUSTRALIA    | 0.00   | 0.00 | 7.60   | 0.06 | 18.00   | 0.14  | 8.10    | 0.07  |
| 24                                               | SOUTH AFRICA | 0.50   | 0.01 | 0.00   | 0    | 11.50   | 0.08  | 7.50    | 0.06  |
| 25                                               | BRAZIL       |        | 0.00 | 2.00   | 0.01 | 14.08   | 0.11  | 6.08    | 0.05  |
| TOTAL EXPORT OF 'SLBP'<br>TO TOP 25 EXPORT       |              | 420.46 | 2.09 | 654.06 | 3.27 | 5569.21 | 25.31 | 6722.02 | 32.12 |
| TOTAL EXPORTS OF 'SLBP'<br>TO ALL EXPORT MARKETS |              | 430.63 | 2.18 | 660.61 | 3.33 | 5666.16 | 25.98 | 6776.44 | 32.50 |

#### 6. Vegetable Saps & Extracts (VSE)

| Rank | Export market | Jan 2018 |       | Jan2019 |       | APR-JAN2017-18 |        | APR-JAN2018-19 |        |
|------|---------------|----------|-------|---------|-------|----------------|--------|----------------|--------|
|      |               | QTY.     | VAL.  | QTY.    | VAL.  | QTY.           | VAL.   | QTY.           | VAL.   |
| 1    | U S A         | 791.26   | 25.26 | 807.18  | 24.14 | 8789.61        | 228.07 | 8659.82        | 241.82 |
| 2    | HONG KONG     | 19.17    | 0.71  | 72.61   | 18.17 | 157.04         | 3.35   | 15820.68       | 86.82  |
| 3    | IRAN          | 35.05    | 0.07  | 123.65  | 23.27 | 882.51         | 72.69  | 548.75         | 62.28  |
| 4    | SINGAPORE     | 34.36    | 0.69  | 79.73   | 1.10  | 1071.51        | 14.45  | 1544.31        | 51.88  |
| 5    | CHINA P RP    | 730.74   | 4.90  | 1008.13 | 4.49  | 9746.20        | 44.74  | 10831.86       | 41.00  |
| 6    | GERMANY       | 210.64   | 4.01  | 232.35  | 2.46  | 3204.81        | 34.70  | 2964.33        | 34.08  |
| 7    | JAPAN         | 191.78   | 2.00  | 264.80  | 2.75  | 3047.27        | 22.31  | 2963.79        | 28.06  |
| 8    | FRANCE        | 65.26    | 1.41  | 103.02  | 2.14  | 1326.87        | 16.78  | 966.03         | 22.72  |
| 9    | U K           | 420.95   | 2.31  | 228.85  | 1.80  | 4097.39        | 18.95  | 2953.76        | 19.70  |
| 10   | NETHERLAND    | 159.69   | 2.34  | 148.52  | 2.05  | 2064.01        | 18.39  | 1471.29        | 19.47  |
| 11   | KOREA RP      | 459.58   | 2.05  | 386.52  | 1.81  | 5563.04        | 14.32  | 3969.94        | 15.69  |
| 12   | AUSTRALIA     | 66.38    | 0.85  | 100.49  | 1.96  | 1264.71        | 9.32   | 654.10         | 10.56  |



|                                                       |                 |                |              |                |               |                  |               |                  |               |
|-------------------------------------------------------|-----------------|----------------|--------------|----------------|---------------|------------------|---------------|------------------|---------------|
| 13                                                    | U ARAB EMTS     | 311.90         | 0.90         | 120.94         | 1.92          | 3524.58          | 8.99          | 2204.35          | 10.53         |
| 14                                                    | ITALY           | 64.39          | 1.69         | 47.98          | 2.28          | 1327.78          | 8.02          | 687.95           | 9.14          |
| 15                                                    | INDONESIA       | 295.73         | 0.73         | 248.39         | 0.75          | 2862.08          | 3.87          | 3095.37          | 8.39          |
| 16                                                    | BRAZIL          | 119.75         | 1.36         | 78.49          | 0.26          | 1203.20          | 6.73          | 1016.76          | 7.87          |
| 17                                                    | SPAIN           | 59.65          | 0.92         | 122.05         | 1.14          | 975.97           | 8.75          | 818.50           | 7.12          |
| 18                                                    | MAURITIUS       | 0.60           | 0.00         | 1.52           | 0.01          | 176.91           | 0.15          | 81.43            | 6.77          |
| 19                                                    | THAILAND        | 38.48          | 0.85         | 321.97         | 1.17          | 637.68           | 5.50          | 1330.86          | 6.35          |
| 20                                                    | RUSSIA          | 24.49          | 0.49         | 29.81          | 0.52          | 959.41           | 3.57          | 561.17           | 5.19          |
| 21                                                    | TAIWAN          | 758.22         | 0.41         | 195.06         | 0.86          | 4508.95          | 4.12          | 3451.58          | 5.19          |
| 22                                                    | VIETNAM SOC REP | 316.19         | 0.54         | 99.65          | 0.37          | 15488.57         | 8.15          | 7531.59          | 4.24          |
| 23                                                    | SOUTH AFRICA    | 145.61         | 0.39         | 162.55         | 0.40          | 2301.35          | 3.53          | 2363.03          | 4.13          |
| 24                                                    | MEXICO          | 68.68          | 0.44         | 49.74          | 0.22          | 587.12           | 2.48          | 805.86           | 3.83          |
| 25                                                    | PHILIPPINES     | 26.61          | 0.62         | 58.36          | 0.34          | 229.70           | 2.94          | 263.38           | 3.78          |
| <b>TOTAL EXPORT OF 'VSE' TO TOP 25 EXPORT MARKETS</b> |                 | <b>5415.16</b> | <b>55.94</b> | <b>5092.36</b> | <b>96.38</b>  | <b>75998.27</b>  | <b>564.87</b> | <b>77560.49</b>  | <b>716.61</b> |
| <b>TOTAL EXPORTS OF 'VSE' TO ALL EXPORT MARKETS</b>   |                 | <b>8225.85</b> | <b>61.40</b> | <b>7653.65</b> | <b>101.97</b> | <b>112494.14</b> | <b>625.37</b> | <b>106979.64</b> | <b>774.49</b> |

(Source: DGCI&S)

**Region Wise Exports Trend recorded in April –January2018-19vis---a---visApril – January2017-18**  
**[Refer Annex-IV and Table 7]**

- **NORTH AMERICA**—Positive growth is registered in 5 out of 6 Panels during April-January 2018-19 in terms of value, except for export of GG whose exports slumped by 18.60% in April-January 2018-19 as compared to April-January 2017-18.

There is also Positive growth is registered in 4 out of 6 Panels during April-January 2018-19 in terms of quantity, except for export of VSE & GG whose exports slumped by 0.66% & 25.70% respectively in April-January 2018-19 as compared to April-January 2017-18.

- **EU** —Except for PPP & FVOC, all the other Panels registered a positive growth in value terms during April-January 2018-19 as compared to April-January 2017-18. However, export of PPP & FVOC slumped by 25.87% & 1.16% respectively.

Export of products under the Panels VSE, PPP, FVOC and OVM declined in terms of quantity by 22.36%, 9.69%, 7.82% and 3.54% respectively. PPP & FVOC were the only Panels which registered a negative growth in terms of both value as well as quantity.

- **NE ASIA**—All the Panels registered a positive growth in terms of value during April-January 2018-19 as compared to April-January 2017-18, except for FVOC and OVM which registered a negative growth of 19.16% and 21.48% respectively. Export of VSE grew significantly during April-January 2018-19 as compared to April-January 2017-18 by 98.82% in terms of value.

Exports of FVOC and OVM declined in terms of quantity during April-January 2018-19 as compared to April-January 2017-18.

- **WEST AND EAST ASIA**—Export of GG, FVOC, SLBP and OVM products increased in value terms during April-January 2018-19 as compared to April-January 2017-18. Export of VSE and PPP declined in value terms during April-January 2018-19 as compared to April-January 2017-18.

Except for GG, SLBP and FVOC, all the other 3 Panels registered a negative growth in terms of quantity exported.

- **ASEAN** —Export of products covered by all panels except SLBP, registered positive growth in terms of value, during April-January 2018-19 as compared to April-January 2017-18, with highest growth in export of VSE product.

Positive growth was registered in Panels PPP, FVOC and OVM in terms of quantity from April-January 2018-19 as compared to April-January 2017-18.

- **LATIN AMERICA** —Export of products covered by all panels except VSE registered positive growth in value terms, during April-January 2018-19 as compared to April-January 2017-18.

Export of VSE products declined by 3.02% in terms of quantity during April-January 2018-19 as compared to April-January 2017-18.

- **CIS** —Export of products covered by all panels registered positive growth in value terms during April-January 2018-19 as compared to April-January 2017-18. However, negligible export is registered in SLBP products in both the periods —i.e. April-January 2018-19 and April-January 2017-18.

Quantity of exports of VSE and PPP products decreased by 29.79% and 6.44% respectively between April-January 2018-19 as compared to April-January 2017-18.

- **SOUTH ASIA** —Export of products covered by PPP and SLBP increased during April-January 2018-19 as compared to April-January 2017-18. However, export of VSE, GG, FVOC and OVM products slumped in April-January 2018-19 as compared to April-January 2017-18. Low export of GG products (less than USD 1 Million in value terms) were observed in terms of value as well as quantity in both the periods.

Quantity of exports declined for all the Panels, except for PPP, SLBP and OVM, as there is increase of exports in terms quantity by 1.48%, 10.78% and 65.49% respectively in PPP, SLBP and OVM panels.

- **AFRICA**—Positive growth is registered for export of products in all the Panels in value terms during April-January 2018-19 as compared to April-January 2017-18 except for export of FVOC, SLBP.

Export of all the products except for GG and PPP showed a negative growth in terms of quantity exported during April-January 2018-19 as compared to April-January 2017-18.

Even though export of VSE products decreased by 7.72% in terms of quantity, it increased significantly by 91.41% in terms of value during April-January 2018-19 as compared to April-January 2017-18.

**Table 7: Region-wise export of SHEFEXIL Products in April – January 2017-18, April – January 2018-19 and % Growth April-January 2018-19 over April – January 2017-18.**

(Values in USD Million and Growth in %)(QTY in MT)

| SR. NO. | PANEL                     | REGION                          | APR.-JAN. 2017-18 |                       | APR.- JAN. 2018-19 |                       | % Growth in APR.- JAN. 2018-19 over APR- JAN. 2017-18 |        |
|---------|---------------------------|---------------------------------|-------------------|-----------------------|--------------------|-----------------------|-------------------------------------------------------|--------|
|         |                           |                                 | Qty. in Thousand  | Values in USD Million | Qty. in Thousand   | Values in USD Million | Qty                                                   | Values |
|         |                           |                                 |                   |                       |                    |                       |                                                       |        |
| 1       | VEGETABLE SAPS & EXTRACTS | NORTH AMERICA                   | 10,127.23         | 234.10                | 10,060.12          | 249.26                | -0.66                                                 | 6.48   |
|         |                           | EU                              | 15329.15          | 114.35                | 11902.03           | 120.74                | -22.36                                                | 5.59   |
|         |                           | NE ASIA                         | 23092.49          | 89.22                 | 37105.98           | 177.39                | 60.68                                                 | 98.82  |
|         |                           | WEST AND EAST ASIA              | 13281.79          | 99.6                  | 10963.94           | 92.1                  | -17.45                                                | -7.53  |
|         |                           | ASEAN                           | 21519.35          | 37.55                 | 15025.5            | 77.99                 | -30.18                                                | 107.70 |
|         |                           | LATIN AMERICA                   | 2293.38           | 14.73                 | 2224.19            | 12.33                 | -3.02                                                 | -16.29 |
|         |                           | CIS                             | 1161.57           | 4.73                  | 815.5              | 6.4                   | -29.79                                                | 35.31  |
|         |                           | SOUTH ASIA                      | 10180.89          | 9.07                  | 8274.65            | 8.46                  | -18.72                                                | -6.73  |
|         |                           | AFRICA                          | 7901.71           | 11.76                 | 7292               | 22.51                 | -7.72                                                 | 91.41  |
|         |                           | OTHERS                          | 7607.51           | 9.75                  | 3316.84            | 7.03                  | -56.40                                                | -27.90 |
|         |                           | TOTAL VEGETABLE SAPS & EXTRACTS | 112,495.07        | 624.86                | 106,980.75         | 774.21                | -4.90                                                 | 23.90  |
|         |                           |                                 |                   |                       |                    |                       |                                                       |        |
| 2       | GUAR GUM & EXTRACTS       | NORTH AMERICA                   | 188909.25         | 296.78                | 140359.79          | 241.59                | -25.70                                                | -18.60 |

|          |                                               |                                        |                   |               |                   |               |             |              |
|----------|-----------------------------------------------|----------------------------------------|-------------------|---------------|-------------------|---------------|-------------|--------------|
|          |                                               | EU                                     | 75593.16          | 69.72         | 98395.01          | 92.92         | 30.16       | 33.28        |
|          |                                               | NE ASIA                                | 23230.27          | 33.5          | 51846.62          | 76.04         | 123.19      | 126.99       |
|          |                                               | WEST AND EAST ASIA                     | 7510.41           | 11.32         | 8128.74           | 14.02         | 8.23        | 23.85        |
|          |                                               | ASEAN                                  | 6976.88           | 8.02          | 6440.35           | 9.86          | -7.69       | 22.94        |
|          |                                               | LATIN AMERICA                          | 12140.81          | 17.38         | 24151.28          | 31.12         | 98.93       | 79.06        |
|          |                                               | CIS                                    | 19008.79          | 29.91         | 21942.58          | 38.3          | 15.43       | 28.05        |
|          |                                               | SOUTH ASIA                             | 526.51            | 0.82          | 183.43            | 0.38          | -65.16      | -53.66       |
|          |                                               | AFRICA                                 | 2497.09           | 3.34          | 3229              | 5.12          | 29.31       | 53.29        |
|          |                                               | OTHERS                                 | 69739             | 40.34         | 61140.26          | 39.65         | -12.33      | -1.71        |
|          |                                               | <b>TOTAL GUAR GUM &amp; EXTRACTS</b>   | <b>406,132.17</b> | <b>511.13</b> | <b>415,817.06</b> | <b>549.00</b> | <b>2.38</b> | <b>7.41</b>  |
|          |                                               |                                        |                   |               |                   |               |             |              |
| <b>3</b> | <b>PLANT &amp; PLANT PORTION</b>              | NORTH AMERICA                          | 19246.39          | 86.92         | 25312.24          | 90.82         | 31.52       | 4.49         |
|          |                                               | EU                                     | 22487.58          | 92.72         | 20309.15          | 68.73         | -9.69       | -25.87       |
|          |                                               | NE ASIA                                | 5556.74           | 18.15         | 7352.52           | 21.75         | 32.32       | 19.83        |
|          |                                               | WEST AND EAST ASIA                     | 12765.93          | 21.54         | 11266.49          | 18.46         | -11.75      | -14.30       |
|          |                                               | ASEAN                                  | 13489.01          | 22.39         | 14134.6           | 31.07         | 4.79        | 38.77        |
|          |                                               | LATIN AMERICA                          | 1227.35           | 3.65          | 1394.07           | 3.86          | 13.58       | 5.75         |
|          |                                               | CIS                                    | 476.89            | 0.78          | 446.19            | 1.13          | -6.44       | 44.87        |
|          |                                               | SOUTH ASIA                             | 9271.01           | 17.48         | 9407.95           | 19.41         | 1.48        | 11.04        |
|          |                                               | AFRICA                                 | 1379.22           | 2.6           | 2257.48           | 3.59          | 63.68       | 38.08        |
|          |                                               | OTHERS                                 | 897.77            | 1.4           | 577.04            | 1.15          | -35.73      | -17.86       |
|          |                                               | <b>TOTAL PLANT &amp; PLANT PORTION</b> | <b>86,797.89</b>  | <b>267.63</b> | <b>92,457.73</b>  | <b>259.97</b> | <b>6.52</b> | <b>-2.86</b> |
|          |                                               |                                        |                   |               |                   |               |             |              |
| <b>4</b> | <b>FIXED VEGETABLE OIL, CAKE &amp; OTHERS</b> | NORTH AMERICA                          | 6535.53           | 12.26         | 10309.02          | 19.3          | 57.74       | 57.42        |

|   |                              |                                          |           |       |           |       |        |        |
|---|------------------------------|------------------------------------------|-----------|-------|-----------|-------|--------|--------|
|   |                              | EU                                       | 6165.95   | 12.11 | 5683.82   | 11.97 | -7.82  | -1.16  |
|   |                              | NE ASIA                                  | 21317.85  | 9.71  | 16988.8   | 7.85  | -20.31 | -19.16 |
|   |                              | WEST AND EAST ASIA                       | 5311.13   | 8.48  | 5947.96   | 11.23 | 11.99  | 32.43  |
|   |                              | ASEAN                                    | 2665.92   | 4.5   | 3375.28   | 5.38  | 26.61  | 19.56  |
|   |                              | LATIN AMERICA                            | 193.1     | 0.54  | 194.76    | 0.69  | 0.86   | 27.78  |
|   |                              | CIS                                      | 98.06     | 0.36  | 138.94    | 0.43  | 41.69  | 19.44  |
|   |                              | SOUTH ASIA                               | 18967.82  | 6.15  | 14965.12  | 4.18  | -21.10 | -32.03 |
|   |                              | AFRICA                                   | 2714.51   | 1.44  | 1322.33   | 1.14  | -51.29 | -20.83 |
|   |                              | OTHERS                                   | 207.34    | 0.44  | 18.07     | 0.05  | -91.28 | -88.64 |
|   |                              | TOTAL FIXED VEGETABLE OIL, CAKE & OTHERS | 64,177.21 | 55.99 | 58,944.10 | 62.22 | -8.15  | 11.13  |
|   |                              |                                          |           |       |           |       |        |        |
| 5 | SHELLAC & LAC BASED PRODUCTS | NORTH AMERICA                            | 920.36    | 3.55  | 1302.94   | 5.42  | 41.57  | 52.67  |
|   |                              | EU                                       | 928.77    | 4.51  | 1101.72   | 5.26  | 18.62  | 16.69  |
|   |                              | NE ASIA                                  | 308.11    | 2.48  | 429.64    | 4.49  | 39.45  | 81.10  |
|   |                              | WEST AND EAST ASIA                       | 357.29    | 1.54  | 607.13    | 2.16  | 69.93  | 40.60  |
|   |                              | ASEAN                                    | 256.65    | 1.19  | 182.00    | 0.75  | -29.08 | -36.72 |
|   |                              | LATIN AMERICA                            | 100.08    | 0.56  | 113.21    | 0.61  | 13.11  | 8.70   |
|   |                              | CIS                                      | 0.00      | 0.00  | 0.10      | 0.00  | 100.00 | 100.00 |
|   |                              | SOUTH ASIA                               | 2444.36   | 9.59  | 2707.80   | 10.43 | 10.78  | 8.72   |
|   |                              | AFRICA                                   | 274.59    | 1.16  | 253.55    | 1.05  | -7.67  | -9.71  |
|   |                              | OTHERS                                   | 75.95     | 1.40  | 78.35     | 2.32  | 3.16   | 66.25  |
|   |                              | TOTAL SHELLAC & LAC BASED PRODUCTS       | 5,666.16  | 25.98 | 6,776.44  | 32.50 | 19.60  | 25.10  |
|   |                              |                                          |           |       |           |       |        |        |
| 6 | OTHER VEGETABLE MATERIALS    | NORTH AMERICA                            | 1217.79   | 1.16  | 2104.34   | 2.35  | 72.80  | 102.59 |

|  |                    |                                        |                   |                 |                   |                 |              |              |
|--|--------------------|----------------------------------------|-------------------|-----------------|-------------------|-----------------|--------------|--------------|
|  |                    | <b>EU</b>                              | 2194.14           | 3.48            | 2116.49           | 3.79            | -3.54        | 8.91         |
|  |                    | <b>NE ASIA</b>                         | 37322.31          | 21.37           | 35802.03          | 16.78           | -4.07        | -21.48       |
|  |                    | <b>WEST AND EAST ASIA</b>              | 7487.38           | 4.01            | 7456.79           | 4.24            | -0.41        | 5.74         |
|  |                    | <b>ASEAN</b>                           | 690.81            | 0.96            | 847.5             | 1.7             | 22.68        | 77.08        |
|  |                    | <b>LATIN AMERICA</b>                   | 18.64             | 0.11            | 30.31             | 0.15            | 62.61        | 36.36        |
|  |                    | <b>CIS</b>                             | 109.96            | 0.18            | 234.15            | 0.27            | 112.94       | 50.00        |
|  |                    | <b>SOUTH ASIA</b>                      | 15411.59          | 13.06           | 25503.9           | 12.55           | 65.49        | -3.91        |
|  |                    | <b>AFRICA</b>                          | 1136.25           | 0.78            | 724.96            | 0.81            | -36.20       | 3.85         |
|  |                    | <b>OTHERS</b>                          | 343.07            | 0.33            | 400.4             | 0.5             | 16.71        | 51.52        |
|  |                    | <b>TOTAL OTHER VEGETABLE MATERIALS</b> | <b>65,931.94</b>  | <b>45.44</b>    | <b>75,220.87</b>  | <b>43.14</b>    | <b>14.09</b> | <b>-5.06</b> |
|  |                    |                                        |                   |                 |                   |                 |              |              |
|  | <b>GRAND TOTAL</b> | <b>GRAND TOTAL</b>                     | <b>741,200.44</b> | <b>1,531.03</b> | <b>756,196.95</b> | <b>1,721.04</b> | <b>2.02</b>  | <b>12.41</b> |

(Source: DGCI&S)

### **ANNEXES:**

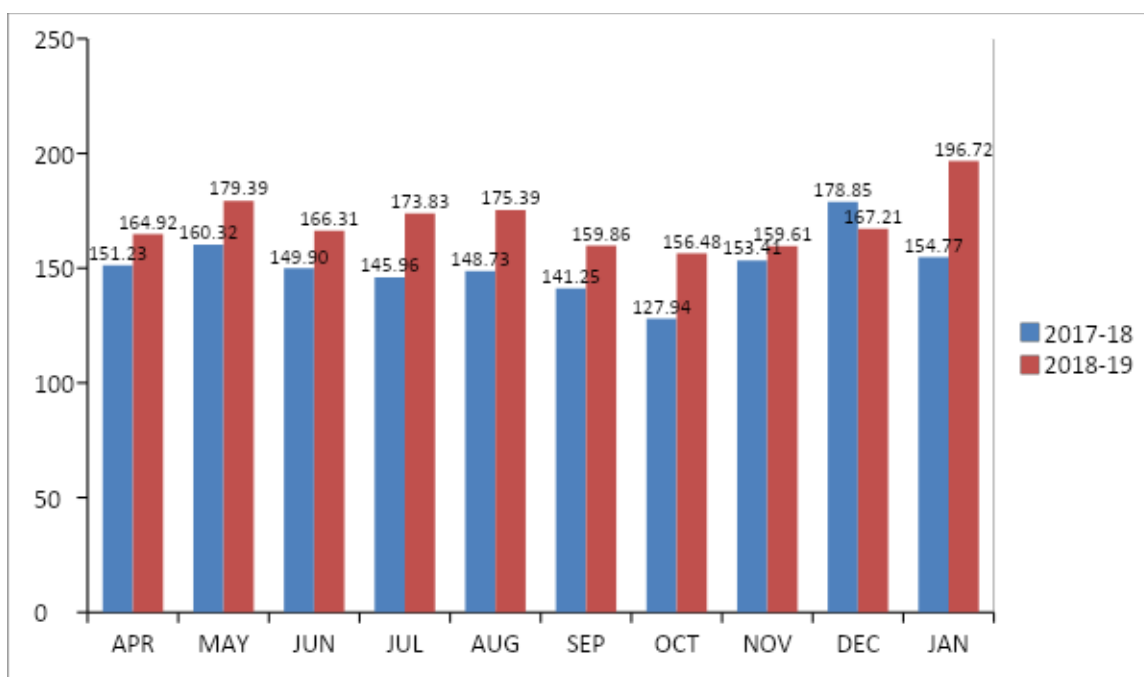
- Annex –I : Graphical presentation indicating the trend of SHEFEXIL product exports based on the absolute value of exports registered in April–January 2018-19 vis –a – vis April–January 2017-18.
- Annex – II: Table indicating the trend of SHEFEXIL product exports during January 2019 vis-a-vis January 2018 and trend Y-O-Y basis.
- Annex – III: Top 25 countries of SHEFEXIL's top export products during the period April–January 2018-19.
- Annex - IV: Regional export of SHEFEXIL products during April–January 2018-19.
- Annex – V: Report on Exchange Rate Volatility during the period April–January 2018-19.

## Annex--I

### Trend of 'SHEFEXIL' Exports

Trend in Monthly Export of SHEFEXIL products between April-January 2017-18 and April-January 2018-19

Export made during Apr-Jan in FY 2017-18 and 2018-19 in USD Million



(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 | 5.44                              | 63.7     | 5.98                      | 22.87                 | 0.02                         | 53.22                     | 151.23 |
| APRIL 2018 | 5.52                              | 57.88    | 3.87                      | 25.61                 | 0.38                         | 71.47                     | 164.92 |



|                               |       |        |       |        |       |        |         |
|-------------------------------|-------|--------|-------|--------|-------|--------|---------|
| <b>MAY 2017</b>               | 5.15  | 66.74  | 4.51  | 28.16  | 0.3   | 55.46  | 160.32  |
| <b>MAY 2018</b>               | 5.62  | 72.7   | 4.66  | 32.9   | 0.41  | 63.1   | 179.39  |
| <b>JUNE 2017</b>              | 4.56  | 50.57  | 3.74  | 27.81  | 0.22  | 63     | 149.90  |
| <b>JUNE 2018</b>              | 5.88  | 54.26  | 4.15  | 30.16  | 0.11  | 71.55  | 166.31  |
| <b>JULY 2017</b>              | 4.49  | 40.61  | 4.29  | 26.03  | 0.01  | 70.53  | 145.96  |
| <b>JULY 2018</b>              | 6.62  | 54.52  | 5.03  | 25.18  | 1.04  | 81.44  | 173.83  |
| <b>AUGUST 2017</b>            | 4.46  | 49.32  | 4.93  | 25.08  | 3.39  | 65.76  | 148.73  |
| <b>AUGUST 2018</b>            | 6.93  | 61.28  | 4.28  | 27.30  | 3.39  | 75.54  | 175.39  |
| <b>SEPTEMBER 2017</b>         | 5.81  | 46.15  | 4.58  | 25.40  | 2.68  | 59.29  | 141.25  |
| <b>SEPTEMBER 2018</b>         | 6.85  | 54.72  | 3.33  | 24.49  | 2.69  | 71.11  | 159.86  |
| <b>OCTOBER 2017</b>           | 4.46  | 35.14  | 4.94  | 24.10  | 3.18  | 56.12  | 127.94  |
| <b>OCTOBER 2018</b>           | 5.90  | 44.06  | 4.13  | 21.92  | 4.99  | 75.48  | 156.48  |
| <b>NOVEMBER 2017</b>          | 5.69  | 49.14  | 4.63  | 27.84  | 2.72  | 63.39  | 153.41  |
| <b>NOVEMBER 2018</b>          | 5.64  | 40.92  | 4.19  | 19.41  | 2.22  | 87.23  | 159.61  |
| <b>DECEMBER 2017</b>          | 7.63  | 56.40  | 5.10  | 29.59  | 2.91  | 77.22  | 178.85  |
| <b>DECEMBER 2018</b>          | 6.30  | 52.84  | 3.88  | 26.18  | 2.66  | 75.35  | 167.21  |
| <b>JANUARY 2018</b>           | 6.56  | 53.35  | 2.83  | 28.45  | 2.18  | 61.40  | 154.77  |
| <b>JANUARY 2019</b>           | 5.17  | 55.81  | 5.24  | 25.20  | 3.33  | 101.97 | 196.72  |
| <b>APRIL- JANUARY 2017-18</b> | 56.23 | 511.14 | 45.56 | 267.94 | 25.98 | 625.37 | 1532.22 |
| <b>APRIL- JANUARY 2018-19</b> | 62.48 | 548.99 | 43.28 | 260.42 | 32.50 | 774.49 | 1722.16 |

(Source: DGCI&S)

## Annex--II

### Trend in SHEFEXIL Product Panel Exports in January 2018/2019 & for April-January 2017-18/2018-19 (Values in USD Million)

| SL. NO. | PANNEL                                    | JANUARY, 2018 | JANUARY, 2019 | % GROWTH IN JANUARY. 2019 OVER JANUARY. 2018 | APRIL-JANUAR Y2017-18 | APRIL-JANUAR Y2018-19 | % GROWTH IN APR- JAN 2018-19 OVER APR-JAN 2017-18 |
|---------|-------------------------------------------|---------------|---------------|----------------------------------------------|-----------------------|-----------------------|---------------------------------------------------|
| 1       | Vegetable Saps & Extracts                 | 61.40         | 101.97        | 66.07                                        | 625.37                | 774.49                | 23.85                                             |
| 2       | Guar Gum                                  | 53.35         | 55.81         | 4.61                                         | 511.14                | 548.99                | 7.41                                              |
| 3       | Plant and Plant Portion (HERBS)           | 28.45         | 25.20         | -11.42                                       | 267.94                | 260.42                | -2.81                                             |
| 4       | Fixed Vegetable Oil, Cake & Others        | 6.56          | 5.17          | -21.19                                       | 56.23                 | 62.48                 | 11.12                                             |
| 5       | Shellac & Lac Based Products              | 2.18          | 3.33          | 52.49                                        | 25.98                 | 32.50                 | 25.10                                             |
| 6       | Other Vegetable Materials                 | 2.83          | 5.24          | 85.16                                        | 45.56                 | 43.28                 | -5.00                                             |
|         | <b>Total Exports of SHEFEXIL Products</b> | <b>154.77</b> | <b>196.72</b> | <b>27.10</b>                                 | <b>1532.22</b>        | <b>1722.16</b>        | <b>12.40</b>                                      |

(Source: DGCI&S)

**Annex --- III**  
**Top 25 export markets of SHEFEXIL products**

| Rank | Export Markets  | Apr-Jan.<br>2017-18 Qty.<br>in MT | Apr-Jan. 17-18<br>Value USD Mn | Apr-Jan.<br>2018-19 Qty.<br>in MT | Apr-Jan.18-19<br>Value USD Mn | % Growth in<br>Apr-Jan.<br>2018-19 Qty.<br>in MT | % Growth in<br>Apr-Jan.18-19<br>Value USD Mn |
|------|-----------------|-----------------------------------|--------------------------------|-----------------------------------|-------------------------------|--------------------------------------------------|----------------------------------------------|
| 1    | U S A           | 211017.58                         | 602.45                         | 177262.40                         | 579.46                        | -16.00                                           | -3.82                                        |
| 2    | CHINA P RP      | 63346.16                          | 95.61                          | 88434.73                          | 134.82                        | 39.61                                            | 41.01                                        |
| 3    | GERMANY         | 31277.53                          | 101.95                         | 30818.25                          | 95.39                         | -1.47                                            | -6.43                                        |
| 4    | HONG KONG       | 362.33                            | 3.82                           | 15983.93                          | 87.18                         | 4311.49                                          | 2183.67                                      |
| 5    | IRAN            | 4525.40                           | 79.42                          | 5127.99                           | 71.27                         | 13.32                                            | -10.27                                       |
| 6    | SINGAPORE       | 1528.06                           | 15.99                          | 2149.32                           | 53.89                         | 40.66                                            | 237.02                                       |
| 7    | JAPAN           | 19840.78                          | 42.51                          | 19124.77                          | 47.65                         | -3.61                                            | 12.10                                        |
| 8    | NETHERLAND      | 29508.66                          | 40.01                          | 38975.17                          | 45.83                         | 32.08                                            | 14.56                                        |
| 9    | U K             | 21542.38                          | 42.68                          | 23412.94                          | 45.61                         | 8.68                                             | 6.86                                         |
| 10   | RUSSIA          | 19944.41                          | 33.53                          | 22476.80                          | 43.80                         | 12.70                                            | 30.63                                        |
| 11   | ITALY           | 13340.73                          | 32.97                          | 17313.79                          | 36.50                         | 29.78                                            | 10.70                                        |
| 12   | NORWAY          | 71191.80                          | 39.46                          | 59049.48                          | 36.09                         | -17.06                                           | -8.54                                        |
| 13   | FRANCE          | 4937.93                           | 26.76                          | 5987.11                           | 33.66                         | 21.25                                            | 25.76                                        |
| 14   | VIETNAM SOC REP | 24578.05                          | 21.38                          | 17623.18                          | 27.03                         | -28.30                                           | 26.44                                        |
| 15   | AUSTRALIA       | 6247.24                           | 21.68                          | 6739.71                           | 24.96                         | 7.88                                             | 15.11                                        |

|                                                                                  |             |           |         |           |         |        |        |
|----------------------------------------------------------------------------------|-------------|-----------|---------|-----------|---------|--------|--------|
| 16                                                                               | KOREA RP    | 19894.81  | 24.29   | 19690.56  | 24.93   | -1.03  | 2.66   |
| 17                                                                               | U ARAB EMTS | 10904.02  | 18.64   | 8716.21   | 19.22   | -20.06 | 3.12   |
| 18                                                                               | ARGENTINA   | 7151.02   | 11.30   | 9807.10   | 18.76   | 37.14  | 65.95  |
| 19                                                                               | PAKISTAN IR | 6766.67   | 16.28   | 9466.86   | 18.60   | 39.90  | 14.31  |
| 20                                                                               | BRAZIL      | 4185.68   | 12.52   | 4884.55   | 15.96   | 16.70  | 27.54  |
| 21                                                                               | CANADA      | 11718.93  | 22.71   | 6563.98   | 15.81   | -43.99 | -30.42 |
| 22                                                                               | INDONESIA   | 6598.38   | 9.10    | 6329.94   | 14.15   | -4.07  | 55.44  |
| 23                                                                               | MEXICO      | 4220.05   | 9.61    | 5622.07   | 13.48   | 33.22  | 40.25  |
| 24                                                                               | SPAIN       | 3104.15   | 13.55   | 4726.80   | 13.30   | 52.27  | -1.83  |
| 25                                                                               | MALAYSIA    | 4803.49   | 10.35   | 5467.34   | 11.97   | 13.82  | 15.65  |
| Total exports to Top 25 export markets                                           |             | 602536.20 | 1348.57 | 611754.96 | 1529.32 | 1.53   | 13.40  |
| Total Export to all export markets                                               |             | 741198.46 | 1532.22 | 756194.63 | 1722.16 | 2.02   | 12.40  |
| % Share of export to top 25 export market in Total exports to all export markets |             | 81.29     | 88.01   | 80.90     | 88.80   |        |        |

(Source: DGCI&S)

#### Annex--IV Region- Wise Export of SHEFEXIL panels

| SR. N O. | PANEL                     | REGION        | JAN. 2018        |                        | JAN. 2019        |                        | Apr-Jan 2017-18  |                       | Apr-Jan 2018-19  |                       | % Growth in JAN. 2019 over JAN. 2018 |       | % Growth in APR.-JAN. 2018-19 over APR.-JAN. 2017-18 |       |
|----------|---------------------------|---------------|------------------|------------------------|------------------|------------------------|------------------|-----------------------|------------------|-----------------------|--------------------------------------|-------|------------------------------------------------------|-------|
|          |                           |               | Qty. in Thousand | Value s in USD Million | Qty. in Thousand | Value s in USD Million | Qty. in Thousand | Values in USD Million | Qty. in Thousand | Values in USD Million | Qty                                  | Value | Qty.                                                 | Value |
| 1        | VEGETABLE SAPS & EXTRACTS | NORTH AMERICA | 920.71           | 26.04                  | 892.11           | 24.57                  | 10,127.23        | 234.10                | 10,060.12        | 249.26                | -3.11                                | -5.65 | -0.66                                                | 6.48  |
|          |                           | EU            | 1090.81          | 13.54                  | 1001.95          | 12.47                  | 15329.15         | 114.35                | 11902.03         | 120.74                | -8.15                                | -7.90 | -22.36                                               | 5.59  |

|   |                                 |                    |           |       |           |        |            |        |            |        |        |        |        |        |
|---|---------------------------------|--------------------|-----------|-------|-----------|--------|------------|--------|------------|--------|--------|--------|--------|--------|
| 2 |                                 | NE ASIA            | 2159.49   | 10.07 | 1927.12   | 28.08  | 23092.49   | 89.22  | 37105.98   | 177.39 | -10.76 | 178.85 | 60.68  | 98.82  |
|   |                                 | WEST AND EAST ASIA | 1362.66   | 2.81  | 1329.63   | 28     | 13281.79   | 99.6   | 10963.94   | 92.1   | -2.42  | 896.44 | -17.45 | -7.53  |
|   |                                 | ASEAN              | 793.06    | 3.6   | 980.9     | 4.32   | 21519.35   | 37.55  | 15025.5    | 77.99  | 23.69  | 20.00  | -30.18 | 107.70 |
|   |                                 | LATIN AMERICA      | 169.42    | 1.56  | 149.81    | 0.59   | 2293.38    | 14.73  | 2224.19    | 12.33  | -11.57 | -62.18 | -3.02  | -16.29 |
|   |                                 | CIS                | 32.37     | 0.54  | 49.26     | 0.55   | 1161.57    | 4.73   | 815.5      | 6.4    | 52.18  | 1.85   | -29.79 | 35.31  |
|   |                                 | SOUTH ASIA         | 1063.58   | 0.95  | 581.87    | 0.82   | 10180.89   | 9.07   | 8274.65    | 8.46   | -45.29 | -13.68 | -18.72 | -6.73  |
|   |                                 | AFRICA             | 365.03    | 0.72  | 579.42    | 1.21   | 7901.71    | 11.76  | 7292       | 22.51  | 58.73  | 68.06  | -7.72  | 91.41  |
|   |                                 | OTHERS             | 269.1     | 1.36  | 161.96    | 1.07   | 7607.51    | 9.75   | 3316.84    | 7.03   | -39.81 | -21.32 | -56.40 | -27.90 |
|   | TOTAL VEGETABLE SAPS & EXTRACTS |                    | 8,226.23  | 61.19 | 7,654.03  | 101.68 | 112,495.07 | 624.86 | 106,980.75 | 774.21 | -6.96  | 66.17  | -4.90  | 23.90  |
|   | GUAR GUM & EXTRACTS             | NORTH AMERICA      | 17461.27  | 30.3  | 12496.69  | 20.66  | 188909.25  | 296.78 | 140359.79  | 241.59 | -28.43 | -31.82 | -25.70 | -18.60 |
|   |                                 | EU                 | 7274.6    | 7.52  | 6837.79   | 8.42   | 75593.16   | 69.72  | 98395.01   | 92.92  | -6.00  | 11.97  | 30.16  | 33.28  |
|   |                                 | NE ASIA            | 2837.12   | 4.41  | 10490.11  | 14.24  | 23230.27   | 33.5   | 51846.62   | 76.04  | 269.75 | 222.90 | 123.19 | 126.99 |
|   |                                 | WEST AND EAST ASIA | 1187.15   | 1.83  | 700.2     | 1.21   | 7510.41    | 11.32  | 8128.74    | 14.02  | -41.02 | -33.88 | 8.23   | 23.85  |
|   |                                 | ASEAN              | 1044.13   | 0.97  | 975.75    | 1.32   | 6976.88    | 8.02   | 6440.35    | 9.86   | -6.55  | 36.08  | -7.69  | 22.94  |
|   |                                 | LATIN AMERICA      | 1033.95   | 1.2   | 2378      | 2.39   | 12140.81   | 17.38  | 24151.28   | 31.12  | 129.99 | 99.17  | 98.93  | 79.06  |
|   |                                 | CIS                | 995.1     | 1.77  | 2112      | 3.54   | 19008.79   | 29.91  | 21942.58   | 38.3   | 112.24 | 100.00 | 15.43  | 28.05  |
|   |                                 | SOUTH ASIA         | 107.15    | 0.16  | 32.93     | 0.06   | 526.51     | 0.82   | 183.43     | 0.38   | -69.27 | -62.50 | -65.16 | -53.66 |
|   |                                 | AFRICA             | 175.2     | 0.27  | 300.9     | 0.47   | 2497.09    | 3.34   | 3229       | 5.12   | 71.75  | 74.07  | 29.31  | 53.29  |
|   |                                 | OTHERS             | 8547.5    | 4.9   | 5438.33   | 3.5    | 69739      | 40.34  | 61140.26   | 39.65  | -36.38 | -28.57 | -12.33 | -1.71  |
|   | TOTAL GUAR GUM & EXTRACTS       |                    | 40,663.17 | 53.33 | 41,762.70 | 55.81  | 406,132.17 | 511.13 | 415,817.06 | 549.00 | 2.70   | 4.65   | 2.38   | 7.41   |
| 3 | PLANT & PLANT PORTION           | NORTH AMERICA      | 1971.86   | 9.07  | 2972.43   | 10.88  | 19246.39   | 86.92  | 25312.24   | 90.82  | 50.74  | 19.96  | 31.52  | 4.49   |

|   |                                    |                                          |          |       |          |       |           |        |           |        |        |        |        |        |
|---|------------------------------------|------------------------------------------|----------|-------|----------|-------|-----------|--------|-----------|--------|--------|--------|--------|--------|
| 4 |                                    | EU                                       | 2368.31  | 10.33 | 1691.3   | 5.97  | 22487.58  | 92.72  | 20309.15  | 68.73  | -28.59 | -42.21 | -9.69  | -25.87 |
|   |                                    | NE ASIA                                  | 784.17   | 2.09  | 941.09   | 2.15  | 5556.74   | 18.15  | 7352.52   | 21.75  | 20.01  | 2.87   | 32.32  | 19.83  |
|   |                                    | WEST AND EAST ASIA                       | 1181.4   | 1.95  | 1148.83  | 1.77  | 12765.93  | 21.54  | 11266.49  | 18.46  | -2.76  | -9.23  | -11.75 | -14.30 |
|   |                                    | ASEAN                                    | 1350.77  | 2.12  | 976.44   | 1.72  | 13489.01  | 22.39  | 14134.6   | 31.07  | -27.71 | -18.87 | 4.79   | 38.77  |
|   |                                    | LATIN AMERICA                            | 90.28    | 0.35  | 166.39   | 0.43  | 1227.35   | 3.65   | 1394.07   | 3.86   | 84.30  | 22.86  | 13.58  | 5.75   |
|   |                                    | CIS                                      | 32.84    | 0.05  | 68.75    | 0.13  | 476.89    | 0.78   | 446.19    | 1.13   | 109.35 | 160.00 | -6.44  | 44.87  |
|   |                                    | SOUTH ASIA                               | 657.3    | 2.08  | 830.78   | 1.62  | 9271.01   | 17.48  | 9407.95   | 19.41  | 26.39  | -22.12 | 1.48   | 11.04  |
|   |                                    | AFRICA                                   | 24.86    | 0.08  | 182.9    | 0.34  | 1379.22   | 2.6    | 2257.48   | 3.59   | 635.72 | 325.00 | 63.68  | 38.08  |
|   |                                    | OTHERS                                   | 187.5    | 0.19  | 56.04    | 0.06  | 897.77    | 1.4    | 577.04    | 1.15   | -70.11 | -68.42 | -35.73 | -17.86 |
|   |                                    | TOTAL PLANT & PLANT PORTION              | 8,649.29 | 28.31 | 9,034.95 | 25.07 | 86,797.89 | 267.63 | 92,457.73 | 259.97 | 4.46   | -11.44 | 6.52   | -2.86  |
|   | FIXED VEGETABLE OIL, CAKE & OTHERS | NORTH AMERICA                            | 798.25   | 1.39  | 1192.97  | 1.74  | 6535.53   | 12.26  | 10309.02  | 19.3   | 49.45  | 25.18  | 57.74  | 57.42  |
|   |                                    | EU                                       | 728.83   | 1.63  | 480.82   | 0.78  | 6165.95   | 12.11  | 5683.82   | 11.97  | -34.03 | -52.15 | -7.82  | -1.16  |
|   |                                    | NE ASIA                                  | 2141.22  | 1.45  | 1796.61  | 0.61  | 21317.85  | 9.71   | 16988.8   | 7.85   | -16.09 | -57.93 | -20.31 | -19.16 |
|   |                                    | WEST AND EAST ASIA                       | 442.23   | 0.86  | 534.64   | 1.01  | 5311.13   | 8.48   | 5947.96   | 11.23  | 20.90  | 17.44  | 11.99  | 32.43  |
|   |                                    | ASEAN                                    | 295.24   | 0.43  | 320.04   | 0.34  | 2665.92   | 4.5    | 3375.28   | 5.38   | 8.40   | -20.93 | 26.61  | 19.56  |
|   |                                    | LATIN AMERICA                            | 30.69    | 0.08  | 13.39    | 0.09  | 193.1     | 0.54   | 194.76    | 0.69   | -56.37 | 12.50  | 0.86   | 27.78  |
|   |                                    | CIS                                      | 42.46    | 0.1   | 3        | 0.02  | 98.06     | 0.36   | 138.94    | 0.43   | -92.93 | -80.00 | 41.69  | 19.44  |
|   |                                    | SOUTH ASIA                               | 1445.64  | 0.32  | 2160.81  | 0.4   | 18967.82  | 6.15   | 14965.12  | 4.18   | 49.47  | 25.00  | -21.10 | -32.03 |
|   |                                    | AFRICA                                   | 286.26   | 0.13  | 61.17    | 0.04  | 2714.51   | 1.44   | 1322.33   | 1.14   | -78.63 | -69.23 | -51.29 | -20.83 |
|   |                                    | OTHERS                                   | 4.04     | 0     | 1.67     | 0.01  | 207.34    | 0.44   | 18.07     | 0.05   | -58.66 | -      | -91.28 | -88.64 |
|   |                                    | TOTAL FIXED VEGETABLE OIL, CAKE & OTHERS | 6,214.86 | 6.39  | 6,565.12 | 5.04  | 64,177.21 | 55.99  | 58,944.10 | 62.22  | 5.64   | -21.13 | -8.15  | 11.13  |
| 5 | SHELLAC & LAC BASED                | NORTH AMERICA                            | 136.68   | 0.67  | 66.29    | 0.36  | 920.36    | 3.55   | 1302.94   | 5.42   | -51.50 | -46.41 | 41.57  | 52.67  |

|   |                           |                                    |          |      |          |      |           |       |           |       |          |         |        |        |
|---|---------------------------|------------------------------------|----------|------|----------|------|-----------|-------|-----------|-------|----------|---------|--------|--------|
|   | PRODUCTS                  | EU                                 | 63.25    | 0.38 | 108.53   | 0.56 | 928.77    | 4.51  | 1101.72   | 5.26  | 71.58    | 45.62   | 18.62  | 16.69  |
|   |                           | NE ASIA                            | 14.65    | 0.12 | 131.45   | 0.81 | 308.11    | 2.48  | 429.64    | 4.49  | 797.27   | 600.15  | 39.45  | 81.10  |
|   |                           | WEST AND EAST ASIA                 | 26.75    | 0.15 | 79.80    | 0.28 | 357.29    | 1.54  | 607.13    | 2.16  | 198.32   | 91.14   | 69.93  | 40.60  |
|   |                           | ASEAN                              | 16.20    | 0.10 | 0.38     | 0.00 | 256.65    | 1.19  | 182.00    | 0.75  | -97.69   | -97.47  | -29.08 | -36.72 |
|   |                           | LATIN AMERICA                      | 2.73     | 0.02 | 4.13     | 0.03 | 100.08    | 0.56  | 113.21    | 0.61  | 51.38    | 88.26   | 13.11  | 8.70   |
|   |                           | CIS                                | 0.00     | 0.00 | 0.00     | 0.00 | 0.00      | 0.00  | 0.10      | 0.00  | 0.00     | 0.00    | 100.00 | 100.00 |
|   |                           | SOUTH ASIA                         | 147.88   | 0.62 | 235.55   | 0.89 | 2444.36   | 9.59  | 2707.80   | 10.43 | 59.29    | 44.10   | 10.78  | 8.72   |
|   |                           | AFRICA                             | 21.00    | 0.12 | 24.50    | 0.11 | 274.59    | 1.16  | 253.55    | 1.05  | 16.67    | -6.63   | -7.67  | -9.71  |
|   |                           | OTHERS                             | 1.50     | 0.01 | 10.00    | 0.29 | 75.95     | 1.40  | 78.35     | 2.32  | 566.67   | 2994.43 | 3.16   | 66.25  |
|   |                           | TOTAL SHELLAC & LAC BASED PRODUCTS | 430.63   | 2.18 | 660.61   | 3.33 | 5,666.16  | 25.98 | 6,776.44  | 32.50 | 53.41    | 52.49   | 19.60  | 25.10  |
| 6 | OTHER VEGETABLE MATERIALS | NORTH AMERICA                      | 358.21   | 0.2  | 246.66   | 0.3  | 1217.79   | 1.16  | 2104.34   | 2.35  | -31.14   | 50.00   | 72.80  | 102.59 |
|   |                           | EU                                 | 142.51   | 0.23 | 203.07   | 0.42 | 2194.14   | 3.48  | 2116.49   | 3.79  | 42.50    | 82.61   | -3.54  | 8.91   |
|   |                           | NE ASIA                            | 1428.78  | 0.91 | 6314.68  | 2.53 | 37322.31  | 21.37 | 35802.03  | 16.78 | 341.96   | 178.02  | -4.07  | -21.48 |
|   |                           | WEST AND EAST ASIA                 | 494.48   | 0.32 | 942.71   | 0.51 | 7487.38   | 4.01  | 7456.79   | 4.24  | 90.65    | 59.38   | -0.41  | 5.74   |
|   |                           | ASEAN                              | 88.58    | 0.15 | 33.97    | 0.07 | 690.81    | 0.96  | 847.5     | 1.7   | -61.65   | -53.33  | 22.68  | 77.08  |
|   |                           | LATIN AMERICA                      | 0        | 0    | 3.5      | 0.02 | 18.64     | 0.11  | 30.31     | 0.15  | 100.00   | 100.00  | 62.61  | 36.36  |
|   |                           | CIS                                | 3        | 0    | 50.4     | 0.02 | 109.96    | 0.18  | 234.15    | 0.27  | 1580.00  | 100.00  | 112.94 | 50.00  |
|   |                           | SOUTH ASIA                         | 2844.2   | 0.91 | 1310.07  | 0.93 | 15411.59  | 13.06 | 25503.9   | 12.55 | -53.94   | 2.20    | 65.49  | -3.91  |
|   |                           | AFRICA                             | 99.84    | 0.09 | 99.2     | 0.16 | 1136.25   | 0.78  | 724.96    | 0.81  | -0.64    | 77.78   | -36.20 | 3.85   |
|   |                           | OTHERS                             | 0.4      | 0    | 196.61   | 0.21 | 343.07    | 0.33  | 400.4     | 0.5   | 49052.50 | 100.00  | 16.71  | 51.52  |
|   |                           | TOTAL OTHER VEGETABLE MATERIALS    | 5,460.00 | 2.81 | 9,400.87 | 5.17 | 65,931.94 | 45.44 | 75,220.87 | 43.14 | 72.18    | 83.99   | 14.09  | -5.06  |

|  |                    |                       |                    |                       |                    |                        |                      |                        |                      |             |              |             |              |
|--|--------------------|-----------------------|--------------------|-----------------------|--------------------|------------------------|----------------------|------------------------|----------------------|-------------|--------------|-------------|--------------|
|  | <b>GRAND TOTAL</b> | <b>69,644.1<br/>8</b> | <b>154.2<br/>1</b> | <b>75,078.2<br/>8</b> | <b>196.1<br/>0</b> | <b>741,200.<br/>44</b> | <b>1,531.0<br/>3</b> | <b>756,196.<br/>95</b> | <b>1,721.0<br/>4</b> | <b>7.80</b> | <b>27.16</b> | <b>2.02</b> | <b>12.41</b> |
|--|--------------------|-----------------------|--------------------|-----------------------|--------------------|------------------------|----------------------|------------------------|----------------------|-------------|--------------|-------------|--------------|

(Source: DGCI&S)

## Annex--V

### Report on Exchange Rate Volatility during April –January2018-19

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 and last trading day of the period April – January2018-19.

| Sl. No. | Country     | Currency Name    | 1 <sup>st</sup> Apr., 2018 | 31 <sup>st</sup> Jan., 2019 | AP/DP (%) | Net Result – AP/DP | India's FTA with these Countries              |
|---------|-------------|------------------|----------------------------|-----------------------------|-----------|--------------------|-----------------------------------------------|
| 1       | Afghanistan | Afghan Afghani   | 70.05                      | 76.53                       | -8.47     | DP                 | SAFTA                                         |
| 2       | Bangladesh  | Bangladeshi Taka | 84.10                      | 84.07                       | 0.04      | AP                 | SAFTA                                         |
| 3       | Chile       | Chilean Peso     | 604.92                     | 655.42                      | -7.70     | DP                 | India –Chile PTA                              |
| 4       | China       | Chinese Yuan     | 6.29                       | 6.70                        | -6.14     | DP                 | India and China are member countries of APTA. |



|    |             |                   |          |          |        |    |                                                                                                                                        |
|----|-------------|-------------------|----------|----------|--------|----|----------------------------------------------------------------------------------------------------------------------------------------|
|    |             |                   |          |          |        |    | China is one of the member countries of RCEP, which is under negotiation.                                                              |
| 5  | EU          | Euro              | 0.81     | 0.87     | -7.26  | DP | No FTA at present.<br>India-EU BTIA is under negotiation                                                                               |
| 6  | UK          | British Pound     | 0.71     | 0.76     | -6.82  | DP | No FTA at present.<br>India-EU BTIA is under negotiation.<br>Once BREXIT is implemented, there is possibility of separate FTA with UK. |
| 7  | Switzerland | Swiss Franc       | 0.96     | 0.99     | -3.40  | DP | No FTA at present<br>India-EFTA BTIA is under negotiation                                                                              |
| 8  | Taiwan      | Taiwan New Dollar | 29.14    | 30.73    | -5.16  | DP | No FTA at present                                                                                                                      |
| 9  | Turkey      | Turkish Lira      | 3.94     | 5.19     | -24.11 | DP | Turkey gives GSP benefits                                                                                                              |
| 10 | Mauritius   | Mauritian Rupee   | 33.95    | 35.54    | -4.48  | DP | No FTA at present                                                                                                                      |
| 11 | UAE         | Emirati Dirham    | 3.67     | 3.67     | -0.08  | DP | No FTA at present.<br>India-GCC FTA is under negotiation                                                                               |
| 12 | Nepal       | Nepalese Rupee    | 104.60   | 113.96   | -8.21  | DP | SAFTA                                                                                                                                  |
| 13 | Kenya       | Kenyan Shilling   | 101.00   | 100.65   | 0.35   | AP | No FTA at present                                                                                                                      |
| 14 | Viet Nam    | Vietnamese Dong   | 22820.00 | 23240.00 | -1.81  | DP | Viet Nam is one of the member countries of RCEP, which is under negotiation                                                            |
| 15 | Jordan      | Jordanian Dinar   | 0.71     | 0.71     | -0.32  | DP | No FTA at present                                                                                                                      |
| 16 | Pakistan    | Pakistani Rupee   | 115.65   | 138.25   | -16.35 | DP | SAFTA                                                                                                                                  |
| 17 | Qatar       | Qatari Riyal      | 3.64     | 3.65     | -0.37  | DP | No FTA at present.<br>India-GCC FTA is under negotiation.                                                                              |
| 18 | Uruguay     | Uruguayan Peso    | 28.39    | 32.55    | -12.78 | DP | India-MERCOSUR PTA                                                                                                                     |
| 19 | Iraq        | Iraqi Dinar       | 1184.00  | 1190.00  | -0.50  | DP | No FTA at present                                                                                                                      |
| 20 | South Korea | South Korean Won  | 1070.50  | 1113.00  | -3.82  | DP | APTA since 22.07.2005<br>and<br>India-S.Korea CEPA                                                                                     |

|     |              |                     |        |        |        |    |                                                                                                                                                    |
|-----|--------------|---------------------|--------|--------|--------|----|----------------------------------------------------------------------------------------------------------------------------------------------------|
|     |              |                     |        |        |        |    | S. Korea is one of the member countries of RCEP, which is under negotiation                                                                        |
| 21  | Mexico       | Mexican Peso        | 18.20  | 19.08  | -4.61  | DP | No FTA at present                                                                                                                                  |
| 22  | Japan        | Japanese Yen        | 106.43 | 108.82 | -2.20  | DP | India-Japan CEPA<br>Japan is one of the member countries of RCEP, which is under negotiation.                                                      |
| 23  | Saudi Arabia | Saudi Arabian Riyal | 3.75   | 3.75   | -0.02  | DP | No FTA at present.<br>India-GCC FTA is under negotiation.                                                                                          |
| 24  | Australia    | Australian Dollar   | 1.30   | 1.37   | -5.45  | DP | No FTA at present.<br>India-Australia CECA is under negotiation<br>Australia is one of the member countries of RCEP, which is under negotiation    |
| 25  | New Zealand  | New Zealand Dollar  | 1.38   | 1.45   | -4.56  | DP | No FTA at present.<br>India-New Zealand FTA is under negotiation<br>New Zealand is one of the member countries of RCEP, which is under negotiation |
| S26 | South Africa | South African Rand  | 11.86  | 13.32  | -10.93 | DP | No FTA at present.<br>India-SACU PTA is under negotiation                                                                                          |
| 27  | Brazil       | Brazilian Real      | 3.31   | 3.65   | -9.20  | DP | India-MERCOSUR PTA                                                                                                                                 |
| 28  | India        | Indian Rupee        | 65.18  | 71.09  | -8.31  | DP | NA                                                                                                                                                 |

[Source:Appreciation and depreciation of currencies are calculated based on Exchange Rates of 01.04.2018 and 31.01.2019. Exchange rates are taken from <https://economictimes.indiatimes.com/markets/forex>Note: AP – Appreciation | DP – Depreciation]

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)]
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- 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.

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