



APPAREL EXPORT PROMOTION COUNCIL
(Sponsored by Ministry of Textiles, Government of India)
Apparel House, Institutional Area, Sector-44,
GURGAON –122 003 (HARYANA)
Phone- 0124-2708000 to 003
Fax - 0124-2708004 to 005

CIRRCULAR NO: S&M – 01/2012

Dated: 28th March, 2012

TO:- ALL MEMBER EXPORTERS OF THE COUNCIL

SUB.: EXPORT PERFORMANCE CERTIFICATE- 2012-13

As an export promotion measure to boost export of Readymade Garment from the country the Central Government has exempt the goods of description by Custom Notification No. 12/2012-Customs dated 17.03. 2012. Subsequently Ministry of Finance (Department of Revenue) vide **corrigendum** F.NO 334/1/2012-TRU dated 19.03.2012 has made amendment in notification no 12/2012 –customs dated 17.03.2012.

Accordingly applications are invited from eligible manufacturer exporter & merchant exporter (having tied up with supporting manufacturer of textile garments) for issuance of Export Performance Certificate (EPC) for the purpose of importing eligible items as per the description of the goods given in the subject for use in manufacture of textile garments for exports under Customs Notification No. 12/2012-Customs dated 17.03. 2012 & subsequently amended by Ministry of Finance (Department of Revenue) vide corrigendum F.NO 334/1/2012-TRU dated 19.03.2012.

Applications will be received only from exporters who are registered as manufacturer exporter & merchant exporter (tied up with supporting manufacturer of textile garments) with Council by Sr. Director & Secretary, Apparel Export Promotion council, Apparel House, Institutional Area Sector-44,Gurgaon-122003. The application can also be submitted in council's offices at Okhla,- New Delhi, Naraina, Noida,Tirupur, Chennai, Bangalore, Kolkata, Mumbai, Ludhiana and Jaipur.

As per the notification the import of lining and inter-lining materials including knitted lining and interlining shall be restricted to 2% of the FOB Value of the garments exported and value realized during 2011-12, within overall Export Performance Certificate issued at 3% of the FOB value of the garments exported and realized during 2011-12.

In view of above the Export Performance Certificate may be obtained for the purpose of importing garment description of goods as detailed in Custom Notification No. 12/2012-Customs dated 17.03. 2012 & subsequently amended by Ministry of Finance (Department of Revenue) vide corrigendum F.NO 334/1/2012-TRU dated 19.03.2012.

The details to be furnished in the application (Annexure-I) should pertain to the FOB value realised in (foreign currency equivalent to Indian Rupees) on exports of readymade garments during the preceding financial year 2011-12 i.e. between 1st April '2011 and 31st March '2012.

Please note that shipments of *free* sample consignments are not considered as export performance *for* this purpose. Therefore, please do not include any details of free samples in the statements. Exporters should quote actual and full export value realized in Indian Rupees.

Applicant-exporters are required to give correct and complete information strictly following the *formats* supported with Chartered Accountant's endorsement and certified Bank Certificate/s towards realisation of export proceeds equivalent to claimed export performance. There should be a certificate that all the bills referred in the *format* pertain to **Readymade Garments only.**

The Council reserves the right to call *for* any other documents/information that may be relevant *for* this purpose.

Processing Charges

Applications should be accompanied by a Pay Order/Demand Draft in favour 'Apparel Export Promotion Council, New Delhi' as per details given hereunder:

Export Performance	Processing. charges non-refundable <u>FEE + Service Tax (12.36%) =Total</u>
Upto Export performance of Rs. 1 crore	Rs. 4533/- +Rs 561/- = 5094/-
Above Rs. 1 crore and upto export performance of Rs. 10 crore	Rs.13599/-+Rs.1681/- = 15280/-
Above Rs. 10 crore	Rs.22665/-+Rs 2802/- = 25467/-

Upon receipt of applications *from* the eligible exporters, the Council will issue the Export Performance Certificate to them.

Issuance of Import Certificate

At the time of import, the exporter will apply to the concerned Regional office of AEPC/ATDC in the format as at Annexure-II along with the original Export Performance Certificate. The Regional office of the Council, upon receipt of the said application will issue the Import Certificate *for* being produced before the Customs at the time of import

clearance of consignments. For every import clearance, the exporter shall obtain an Import Certificate *from* the Regional office of the Council by submitting an application as at Annexure-II. Regional offices will issue the Import Certificate after debiting the details of imports against the Import Certificate at the back of the original Export Performance Certificate, based on the invoice duly self-attested or bill of entry submitted by the exporter alongwith the application for import Certificate.

As an export promotion measure and to accommodate eligible exporters in smooth import of permissible embellishments against above notifications, it has been decided to issue Import Certificates as per the actual requirement of the exporters. The scheme would be operative as follows:-

- (a) Import Certificate can be applied on the basis of provisional bill of entry or invoice also. It may please be noted that for each import certificate, separate application would be required to be submitted in the Office of AEPC/ATDC.
- (b) The exporter may obtain any number of Import Certificates, which will be debited to Export Performance Certificate as per existing procedure. The exporter shall submit Bill of Entry issued by Customs within 60 (sixty) days to respective Office of AEPC/ATDC.
- (c) No add back normally would be permitted in Export Performance Certificate for the Import Certificate once issued for those bill of entries/invoices which were provisionally prepared and submitted to AEPC for obtaining import certificate. In exceptional cases, exporters may request AEPC for re-credit after surrendering the original IC to the issuing office along with DD/cheque of Rs. 675/-+83/- (Service Tax) each IC. The exporter may have to state that no benefit has been taken on the IC being surrendered. The re-credit would be subject to the approval by AEPC.
- (d) The provisional bill of entry from Private Bonded Warehouses/Special Economic Zones Customs should be self – certified by exporters.

At the time of seeking Import Certificate from AEPC for import of Lining and Inter-lining Material including knitted lining and interlining, exporters shall be required to give an Affidavit on Rs. 10/- stamp paper duly notarized as format prescribed in Annexure-III. The import of Lining and Inter-lining material including knitted lining and interlining shall be restricted to 2% of the FOB Value of the garments exported and value realized during 2011-12, within overall Export Performance Certificate issued at 3% of the FOB value of the garments exported and realized during 2011-12.

Drawback Directorate, Dept. of Revenue, Ministry of Finance has clarified that duty free clearance of embellishments from Private Bonded Warehouse is permitted. Ministry of Commerce has also allowed procuring permissible trimmings and embellishments from units located in Special Economic Zones also. Exporters, therefore, while seeking imports from the Private Bonded Warehouse/SEZs may carefully fill Annexure-II, Serial No.9, at the time of making application to AEPC.

Exporters desirous to import lining and interlining materials including knitted lining and interlining under chapter No. 43, 52,54,55,56,58 59 or 60. Entry No. 259 of Custom Notification No. 12/2012 dated 17.3.2012 & subsequently amended by Ministry of Finance (Department of Revenue) vide corrigendum F.NO 334/1/2012-TRU dated 19.03.2012 are required to submit an affidavit in the prescribed format. The Regional offices would put following conditions on the ICs pertaining to import of the product under reference. The Regional offices can either type or can affix a stamp of the following duly signed by a proper officer :-

"That the imported goods shall not be put to any other use or sold in the market except in manufacture of textile garments for export."

Last date of Receipt of Application.

The last date for receipt of the application for issuance of EPC for the current financial year has been fixed as **31.7.2012**. Applications received after this date will be accepted alongwith late fee charges of Rs. 1350/- +167/- (service Tax) per application alongwith the normal charges as prescribed above. The exporter can however apply immediately for EPCs for the year 2012-13. Only one application for enhancement can be submitted by the exporter. Subsequent enhancement shall be subject to specific approval of AEPC. A fee, equivalent to charges for issuance of initial shall be levied, on each enhancement based on the amount intended to be enhanced. For example, if an amount of Rs. 1 crore or less is to be enhanced, an additional amount of Rs. 4533/- +561/- (service Tax) shall be paid by the exporter. Exporter shall apply in format at Annexure - IV.

Amendment/Duplicate of Export Performance Certificate.

The applicant may apply for any amendment in Export Performance Certificate or may also apply for issuance of duplicate Export Performance Certificate along with the amendment charges and the documents as detailed below:

<u>Export Slab</u>	<u>Amendment Charges+Service Tax(12.36%) (Non refundable)</u>
a) Upto Export performance of Rs. 1 crore	Rs.1250/+Rs 155/- =1405/-
b) Above Rs. 1 crore and upto an export Performance of Rs. 10 crore	Rs.2025/-+Rs 250/- =2275/-
c) Above Rs. 10 crore	Rs 3375/-+Rs 417/- =3792/-

In case of loss of EPC, following documents would be required alongwith above mentioned charges for issuance of duplicate EPC :

- a. A request on the Company's letter head
- b. Original FIR
- c. Bond of Rs. 100/- Non judicial stamp paper duly notarized. (Annex-V)

d. Photocopy of EPC earlier issued.

In case the applications fee/processing fee/amendment charges are paid by cheque, the facility shall be stopped forthwith in case the cheque is dishonoured. The Council may initiate appropriate legal action to recover the amount.

The complete details, as per Annex –VI, of firm/company be furnished on the letter head of the exporting firm/company.

The EPC issued during the year 2011-12 may be returned by the exporter at the respective Offices/ Head Office of the Council/ATDC after 31.3.2012. The AEPC/ATDC Offices then collect the old EPCs from the concerned exporters as per their record and send the same to the Head Office after consolidating and duly canceling the same.

This circular supersedes earlier circular no S&M/-01/2012 dt 22.03.2012.

(Sanjiv Malhotra)
Sr. Director & Secretary
Issued on 28.03.2012

Please ensure the following checklist before submitting the Application(check List)- Please tick (✓) in front of each alongwith the Application submitted.

- Draft enclosed should be of requisite amount in respect to your export performance, including service tax.
- Bank certificate should be certified by the bank (date of realization should be between 1.4.2011 to 31.3.2012 only) The bank certificate should have the stamp, address, Tel/Fax nos. of the bank, the name and designation of the official of the bank who has certified the export performance.
- The bank realization certificate or bank certified consolidated statement should include the details i.e. Invoice no. & date; Bank Ref. No & Date, Date of Realization, net fob value realized in INR, Description of item exported readymade garments only, with grand total at the end.
- Chartered Accountant's certificate should have the name, address, tel. fax nos. Membership no. of the Chartered Accountant

PERFORMA FOR SUBMISSION OF APPLICATION TO AEPC FOR ISSUE OF EXPORT PERFORMANCE CERTIFICATE FOR 2012-2013.
(TO BE FURNISHED ON THE LETTER HEAD OF THE EXPORTING FIRM)

To,

Sr. Director & Secretary
Apparel Export Promotion Council
Apparel House, Institutional Area,
Sector – 44, Gurgaon.-122003.

Sub : Issue of Export Performance Certificate

Dear Sirs,

DECLARATION

01. With reference to your Circular No.01/2012 dated 28.3.2012, we wish to state that we have exported readymade garments and have realized the sale proceeds amount to Rs. as per the Bank Realization Certificate (enclosed) towards the realizations effected between 1st April, 2011 and 31st March,2012.
02. We are enclosing herewith a Pay Order/Demand Draft bearing No.....Datedfor Rs.....favoring 'Apparel Export Promotion Council' towards the application fee (non-refundable).
03. We hereby agree to provide all information sought by AEPC, in connection with this application. We agree to obtain Import Certificate from the place to be decided by AEPC.
04. In case of merchant exporter, please indicate the following details of supporting manufacturer tied-up with your firm/company :-
 - a) Name of manufacturer/s. _____
 - b) Factory address(es). _____

 - c) Contact person. _____
 - d) Registration no. with AEPC, if any _____
 - e) Phone No. _____
 - f) Fax No. _____

g) email ID _____

(Please attach extra sheet, on your letter head, if required.)

05. We hereby confirm and declare that the statement made above is true and correct to the best of our knowledge. We understand and agree that in the event of the above statement being found to be incorrect or false, our Export Performance Certificate will be cancelled and we shall be liable for any penal action that may be taken by the AEPC, or by the Government of India under the relevant rules.

Name of Exporter
RCMC No
IE Code No. issued by DGFT
Name of AEPC/ATDC Office From
Where it is intended to obtain I.C.....
Name of the Authorised Signatory
Signature of the Authorised Signatory

VERIFICATION
(on CA's Letterhead)

We have verified the statement made by the exporter at point No. 1 above and certify that the total FOB value of exports of readymade garments based on the Bank Realization Certificate of M/S..... during the year 2011-12 i.e between 1.4.2011 and 31.3.2012 were of the value of Rs.....(Rupees.....).

Name & Address of the
Chartered Accountant's firm.....
Phone No.....
Signature of the Chartered Accountant
Seal/Stamp
Membership No. of the Chartered Accountant
Date.....
Place.....

BANK CERTIFICATE
(ON Bank's letterhead)

This is to certify that M/s. _____ Address:-
_____ has realised an amount of
Rs. _____ (in words _____) against export of readymade
garments during the year 2011-12 i.e between 1.4.2011 to 31.3.2012.

Name of the of Manager _____
Signature with seal _____
Code No. _____
Date _____

ANNEXURE-II

Application form for import certification to import fastners including buttons & snap fasteners, zip fasteners including zippers in roll, sliders/pullers & end stoppers and polywadding materials. lining and interlining materials including knitted lining and interlining. inlay cards. shoulder pads. buckles. eyelets. hooks and eyes. rivets, collar stays, collar patties. butterfly and other garment stays including plastic stays, fusible embroidery motifs or prints. laces. badges including embroidered badges. velcro tape and embroidery threads. sewing. thread. stones (other than precious & semi precious sequin tape elastic tape & hook tape of width not exceeding 75 mm, cord & cord stopper. toggles, stud. elastic cloth and elastic band. quilted wadding materials, beads for embroidery. sample fabric of total length upto 500 metre imported during one financial year, printed bags, knitted ribs & anti-theft devices like lables, tags & sensors under notification no. 12/2012 dated 17.3.2012 & subsequently amended by Ministry of Finance (Department of Revenue) vide corrigendum F.NO 334/1/2012-TRU dated 19.03.2012 .

FOR AEPC USE**CERTIFICATE NO**

01. RCMC NO. OF EXPORTER _____
02. Name & Address of EXPORTER _____
03. Importer-Exporter Code No. _____
04. Items to import with HS Code _____
05. Country of Import _____
06. Overseas Supplier's Name & Address _____
07. Export Performance Certificate No. _____ Validity _____
08. Items intended to be imported for which Import Certificate is sought.....
09. In case the imports are applied from Private Bonded Warehouse/SCZ, fill the following information :-
- A) Name of the Private Bonded Warehouse :.....
- B) License No. _____ & Date _____ issued by Commissioner Of Customs with the validity (attached self attested copy)
- C) Whether Licence is valid on the date of application
(Please tick Yes/No)
- D) Whether Private Bonded Warehouse Provides storage of material permitted for readymade garments. (Please Tick Yes/No)
10. Quantity & Value of Import (For the imports already effected during 2011-2012 under Notification No. 12/2012 dated 17.03.2012 & subsequently amended by Ministry of Finance (Department of Revenue) vide corrigendum F.NO 334/1/2012-TRU dated 19.03.2012.

SI No.	ITEM	HS Code	Qty.	Value	Bill of Entry Nos.& Date
	Lining/Interlining Materials Including knitted lining and Interlining.	43,52,54,55 56 58 59 or 60			
a	Fastners including buttons & snap fastners, zip fastners including zippers in roll, sliders/pullers & end stoppers	52 or Any Chapters			
B	Inlay Cards	Any Chapter			
C	Shoulder Pads	Any Chapter			
D	Buckles	Any Chapter			
E	Eyelets	Any Chapter			
F	Hooks and eyes	Any Chapter			
G	Rivets	Any Chapter			

H	Collar stays, collar patties. butterfly and other garment stays including plastic stays	Any Chapter			
I	Fusible embroidery, motifs Or prints	Any Chapter			
J	Laces	Any Chapter			
K	Badges including Embroidered badges	Any Chapter			
L	Embroidery threads	Any Chapter			
M	Sewing Thread	Any Chapter			
N	Stones (Other than precious & semi-precious)	Any Chapter			
O	Sequin	Any Chapter			
P	Tape, Elastic tape & hook (tape of width not exceeding 75mm,	Any Chapter			
Q	Velcro taps	Any Chapter			
R	Cord & cord stopper	Any Chapter			
S	Toggles	Any Chapter			
T	Poly wadding Materials	Any Chapter			
U	Stud	Any Chapter			
V	Elastic cloth and elastic band	Any chapter			
W	Quilted wadding materials	Any chapter			
X	Beads for embroidery	Any chapter			
Y	Sample fabric of total length upto 500 metre imported during one financial year	Any chapter			
Z	Printed Bags	Any chapter			
Z(a)	Knitted Ribs	Any chapter			
Z(b)	Anti-theft devices like labels, tags & sensors	Any chapter			
		Total			

11. IC Processing Fee

PO/DD/Cheque No. _____ Date. _____

Amount Rs. _____

Bank Details _____

Branch _____

NAME, SIGNATURE OF THE AUTHORISED REPRESENTATIVE & SEAL OF THE EXPORTER. _____

Enclosures:

- 01. Export Performance Certificate (original)
- 02. Bills of Entry concerning imports during 2012-2013 effected under Notification 12/2012 dated 17.03.2012 & subsequently amended by Ministry of Finance (Department of Revenue) vide corrigendum F.NO 334/1/2012-TRU dated 19.03.2012.
- 03. Affidavit for Lining and interlining materials including knitted lining and interlining. (Format at Annexure-III)
- 04. Processing fee of Rs.227/- + Rs. 28= total Rs. 255/- (service tax extra) each IC to be deposited by way of cheque /pay order/DD payable in favour of Apparel Export Promotion Council.

ANNEXURE-III

PERFORMA FOR AFFIDAVIT for issuance of Import Certificate(IC)
 (For import of lining & interlining material including knitted)
 (ON RS. 10/- STAMP PAPER DULY NOTORISED)

AFFIDAVIT

This is with reference to our request dated... .. for issue of Import Certificate to import Lining/Interlining materials including knitted falling under chapters 43,52,54,55,56,58 59 or 60 against Export Performance Certificate Number... .. within the balance entitlement amount. (Restricted to 2% of FOB Value of garments exported and value realised during the year 2011-2012).

We undertake that such material upon import will not be put to, any other use or sold in the market except in the manufacture of textile garments for exports.

We indemnify Apparel Export Promotion Council against any misuse and take a total responsibility for any such misuse.

We understand fully that any violation of the conditions of the Notification no. 26/2003 dated 1.3.2003 superceded by Custom Notification No 12/2012 dated- 17.03.2012 & subsequently amended by Ministry of Finance (Department of Revenue) vide corrigendum F.NO 334/1/2012-TRU dated 19.03.2012. (it shall be construed as malpractice) will render us liable to penal and/or any other action decided by AEPC, criminal law, and any other act or rule as may be applicable and that such action may be resorted to against us without any opportunity or show cause notice to us.

NAME, SIGNATURE OF THE AUTHORISED REPRESENTATIVE & SEAL OF THE EXPORTER. _____

Dated
 Place

Annexure-IV

Application for enhancement of export performance in EPC for the year 2012-13

Declaration
(to be furnished on the letter head of the exporting firm)

To,
Sr. Director & Secretary,
AEPC - Apparel House, Institutional Area
Sector 44, Gurgaon (Haryana)

Dear Sir,

1. With reference to our EPC certificate no. _____ dated _____. We wish to apply for enhancement in our above said EPC for the value of Rs. _____ (Rupees _____). We have exported readymade garments and have realized the sale proceeds for an amount of Rs. _____ Rupees _____ as per bank realization certificate (enclosed) towards the realization affected between 01.04.2011 to 31.03.2012. This amount include/ does not Include the export value of readymade garments to Russia. The amount of export proceeds realized in free convertible foreign exchange.*
2. We are enclosing herewith a Pay Order/Demand Draft No. _____ dated _____ favouring APPAREL EXPORT PROMOTION COUNCIL for an amount of Rs. _____ towards the enhancement fee (non-refundable).
3. We hereby agree to provide all the information sought by AEPC in connection with this application.
4. We hereby confirm and declare that the statement made above is true and correct to the best of our knowledge.

* Please delete which ever is not applicable.

Name of Exporter.....
RCMC No.....
IE Code issued by the DGFT.....
Name of the authorized signatory.....
Signature of the authorized signatory.....
Date.....

Enclosures:

- a. Original EPC
- b. Undertaking
- c. CA Certificate
- d. Bank Certificate
- e. Detailed consolidated statement/BRCs duly certified by bank in original

PART OF ANNEXURE-IV
BANK CERTIFICATE FOR ENHANCEMENT OF EPC
(on Bank's Letter Head)
VERIFICATION

This is to certify that M/s. _____ has
Realized an amount Rs _____ (Rupees _____)
against export of readymade garments during the financial year 2011-12 i.e between
01.04.2011 to 31.03.2012. We also certify that the export bills taken now, were not
included earlier certificate issued for the period 01.04.2011 to 31.03.2012 and this
application is made with those export bills which were raised and realized during the
period 01.04.2011 to 31.03.2012

Name and Address _____
Of the Bank _____
Signature of Manager/
Authorised Signatory _____
Code no _____

Date:
Place:

PART OF ANNEXURE-IV
CHARTERED ACCOUNTANT CERTIFICATE FOR ENHANCEMENT OF EPC
(on CA's Letter Head)
VERIFICATION

We have verified the statement made by the exporter and certify that the total FOB
value of exports of readymade garments based on the bank realization certificate of
M/S _____ during the period
01.04.2011 to 31.03.2012 were of the value of
Rs. _____ (Rupees _____).

We also certify that the export bills taken now, were not included earlier certificate
issued for the period 01.04.2011 to 31.03.2012 and this application is made with those
export bills which were raised and realized during the period 01.04.2011 to 31.03.2012.

Name and Address _____
of the Chartered Accountant _____
Signature of Chartered Accountant _____
Membership No of the Chartered Accountant _____

Date:
Place:

PART OF ANNEXURE-IV

Undertaking for EPC enhancement
(on Rs. 100/- Stamp Paper duly notarized)

UNDERTAKING

This has reference to our request dated _____ for issue of supplementary Export Performance Certificate for Rs. _____ (Rupees _____) in addition to our earlier Export Performance Certificate No. _____ dated _____ Performance for Rs. _____ (Rupees _____). Import Entitlement Rs. _____ (Rupees _____) during the period of 2011-12. We undertake that the statement made and the documents submitted for verification in support of our claim for supplementary Export Performance Certificate is true and correct. We confirm that the export bills taken now were not included earlier 2011-12 periods and this application is made with those export bills, which were raised and realized during the financial year 2011-12. We understand and agree that in the event of documents and information submitted by us are found to be incorrect or false, there is a violation of the condition as malpractice and will render us liable to penal and or any other action under the policy, criminal law and any other act as may be applicable and such action can be restored to against us without any opportunity to show cause to us..

For
Authorized Signatory

Date:
Place:

Annexure-V

UNDERTAKING FOR LOST OF EXPORT PERFORMANCE CERTIFICATE AFFIDAVIT

This has reference to our Export Performance Certificate (EPC-2012--13) vide No._____dated._____for Rs._____ issued by Apparel Export Promotion Council.

1. That the said original Export Performance Certificate No._____dtd _____has been lost/misplaced and not traceable.
2. That we had utilized a value _____ out of total import Entitlement of Rs._____balance of Rs. _____ is available in the said Export Performance Certificate.
3. That we have lodged a police complaint with police station _____ Complaint No._____ (copy Enclosed)
4. It is, therefore, requested that duplicate Export Performance Certificate for the Balance of Rs. _____ may be issued to us.
5. We undertake that the said original Export Performance Certificate and duplicate now requested will not be misused under any circumstances either by us or our buyer or agents.

We further indemnify AEPC against misuse of the said original or duplicate Export Performance Certificate and agree on any penal action that AEPC / Govt. may impose.

Name of Firm/company _____
Auth. Signatory _____
Name _____
AEPC Registration No. _____

Place:

Date :

(To be on the non-judicial stamp paper of Rs 100/- duly notarized)

Annexure VI

Thanks for Your Attention

(TO BE FURNISHED ON THE LETTER HEAD OF THE EXPORTING FIRM)

1. Name & Address of the Company _____
2. AEPC RCMC No. _____
3. Tel No. of the company _____
4. Fax No. of the company _____
5. E-mail address of the company _____
6. Application fee DD No. _____
& Date and Amount _____
7. DD Drawn on(name of the branch/City) _____
8. Name & Address of the Chartered Accountant _____
9. Tel No. of the Chartered Accountant _____
10. Fax No. of the Chartered Accountant _____
11. E-mail address of the Chartered Accountant _____
12. Name & Address of the Bank _____
(if there is more than one bank, please provide the details for all banks)
13. Tel No. of the Bank (s) _____
14. Fax No. of the Bank (s) _____
15. E-mail address of the Bank(s) _____
16. Export Performance for previous 3 year:-

<u>Destination</u>	<u>Year, 2009-10</u>		<u>Year, 2010-11</u>		<u>Year, 2011 -12</u>	
	Total Value*	Quantity	Total Value*	Quantity	Total Value*	Quantity
EU						
USA						
Latin American Countries						
Japan						
South Africa						
Others						
Total						

*Value in US \$

17. Major products exported (please mark(✓) Average price:US\$)

- 1) Ladies Garments ()
- 2) Gents Garments ()
- 3) Kids wear ()
- 4) Industrial Garments ()
- 5) Any other (please specify) ()

18. Please indicate the area where you would like AEPC to play active role, mark (√)

- i) Manpower Training ()
- ii) Lobbying ()
- iii) Consultancy ()
- iv) Buyer Sellers Meets ()
- v) Organizing Fairs & Exhibitions ()
- vi) Productivity Issues ()
- vii) Issues with DGFT ()
- viii) Issues with Customs/Excise ()
- ix) Compliance ()
- x) State Level Issues ()

Suppliers Perception of India's competitiveness of Apparel Export in International Markets

1. What according to you make Indian apparel export industry advantageous compared to other domestic industry? (Kindly rate the below given factors on the scale of 1 to 5):

Factors of Advantages	1 Very Disadvantageous	2 Disadvantageous	3 Neither Advantageous Nor Disadvantageous	4 Advantageous	5 Very Advantageous
Wages					
Labor Regulation					
Rent					
Availability of Power					
Availability of Raw Material					
Raw Material Cost					
Transportation/Logistics					
Political Stability					
Govt. Policy (Interest rate, Inflation and Export subsidy)					
Factory Compliance					
Taxes (VAT, Profit)					
Macroeconomic condition (Like exchange rate, Interest rate and Inflation)					
Others: (Pls. Specify)					

2. According to you which are the major bottlenecks in making the Indian apparel industry realize the national advantage in international market? (Kindly indicate them in Yes or no form).

Bottlenecks on Overall Basis	Yes(1)	No(1)
Labor Laws		
Import Duties on Raw material & Machinery		
Port efficiency		

Road Connectivity to Port		
Custom Procedure		
Declining Duty Drawbacks		
Delay in reimbursement of various schemes benefit like Interest Subvention, DBK etc.		
No cap on export of raw material like cotton, yarn and fabric		
Cluster Development		
R&D Facility		
Lab Testing for Garment		
Others (Pls. Specify....)		

3. In your view how important are the following factors in increasing the competitiveness of your apparel export goods in international market. (please rate them 1= not at all important; 5= very important)

Factors of Competitiveness	Not important (1)	Little Important (2)	Moderately Important (3)	Important (4)	Very Important (5)
Cost cutting					
Firm size					
Raw Material Cost					
Product Diversification					
Timely delivery					
Availability of Technology					
Skills and Management					
Cost of Finance					
Logistic Cost					
Cost of Trimming and Embellishment					
Currency value					
Diversification of Markets (including domestic markets)					
Product development and design based innovation					
Introducing own brands					
Productivity of Labor					
Education of Workers					
Compliance to Labor Laws of Country					

Kindly indicate the following regarding your firm:

4. From where (in%) you are sourcing input to manufacturing:

	Domestic		Overseas	
	2010-11	2011-12	2010-11	2011-12
Raw Material Sourcing (in %) out of total input				
Machinery Sourcing (in %)				
Trimming and Embellishment (in %)				
Packaging and Packaging Material Sourcing				

5. Have you diversified your market base for export of product in last three years? (If yes pls. specify the market and share in total sale).

Market1 by ___% Market2 by ___% Market3 by ___%

6. Kindly indicate the reasons thereof for market diversification (as indicated below):

	Yes(1)	No(2)
Develop New product to attract Buyers?		
Brought new Technology for new products?		

7. Please define your relationship you have with all your buyers, in the format given below:

Type of Buyer	Hands off and Price driven(1)	Uncertain/Volatile(2)	Collaborative or feedback intensive(3)
Wholesaler			
Retailer			
Importer			
Departmental Store			
Buying House			
Chain Stores			
Brand Retailers()			