

## Brief Report

### Chemexcil's stakeholder consultation meeting on "Boosting exports to USA, CHINA, ASEAN and other markets" at Conference Room, Chemexcil Mumbai on 28/09/2018

Regular consultation meetings are being held in Department of Commerce (DoC), New Delhi with EPC's to formulate the strategy for boosting exports to USA, China, ASEAN and other regions and also to understand the impediment faced and support required.

The objective of this stakeholder consultation meeting in Mumbai was to understand the impediments being faced by the members in certain important markets/ regions, items of high export potential and also the support required from the government.

The session was graced by following:

#### Faculty

**Shri Sudhakar Kasture** who is Director- Exim Institute and consultant to Chemexcil and other Trade associations.

#### Council Representatives

1. **Shri S.G Bharadi**, ED
2. **Shri Prafulla Walhe**, Deputy Director
3. **Shri Deepak Gupta**, Deputy Director

## Highlights of the interactive session

**Shri S.G Bharadi** welcomed Shri Kasture and the participants and the session commenced.

**Shri Kasture** initially gave a detailed overview of the ongoing **USA China trade war** and about India's share in the global trade specially in exports to USA and China. He also explained about the large number of **Anti-dumping/ Trade remedy measures by India** on Chinese goods and counter-measures by China.

**Shri Kasture**, subsequently provided vital inputs on the **future strategy/ action points** which will help exporters boost their exports to China, USA and ASEAN. He laid emphasis that exporters must study the **FTA's** and understand the landed cost of the overseas buyer who is mainly concerned with the most cost effective supplier (whether India or any other country).

He also explained in detail the **TFA** related initiatives such as **AEO, need for improvement of supply Chain, REX system for EU-GSP** etc for reduction in **transaction costs** which will make them competitive in exports rather than relying only on export incentives which are under WTO scrutiny.

Mr. Kasture's presentation session was followed by consultation with the participants.

The members highlighted following major issues:

- **REACH registration**
- **High cost of data generation by Agrochemicals**
- **Environment related controls**
- **Delay in getting preferential certificates from EIA**
- **B/L issue in Brazil customs**
- **Delay in getting SCOMET licences**
- **VAT in China which is not neutralised**
- **Fraud involving B/L in Uganda Banks, etc**

The participants also provided their feed-back on **issues faced/ support needed** in the **questionnaire** provided by the council.

The council shall **review the information in the questionnaire** and has also sought specific representations from the participants on new issues they have highlighted.

The consultation meeting was attended by around **25 participants** from **17 companies** as follows:

1. **M/s. Aakar Dyes and Chemicals**
2. **M/s. Arabian Petroleum Ltd**
3. **M/s. Balaji Amines Ltd**
4. **M/s. Dayglo Color Corporation**
5. **M/s. Gharda Chemicals Ltd.**
6. **M/s. Godrej Industries Ltd**
7. **M/s. Godavari Bio Refineries Ltd**
8. **M/s. Gulabkhan Peerkhan Co**
9. **M/s. Gujarat Organics Ltd**
10. **M/s. Indo Amines Ltd**
11. **M/s. Jayant Agro Organics Ltd**
12. **M/s. Penta Bio-Sciences**
13. **M/s. Savita Oil Technologies Ltd**
14. **M/s. Shubham Specility Products Pvt Ltd**
15. **M/s. Sarna Chemicals Pvt Ltd**
16. **M/s. Macson Products**
17. **M/s. Royal Agency**

The participants interacted with the esteemed faculty/ council officers and were satisfied with the response.

## Glimpses of the Stakeholder Consultation Meeting, Mumbai



1. Shri S.G Bharadi, ED Chemexcil welcoming Shri Sudhakar Kasture, Director (EXIM Institute) during Chemexcil's stakeholder consultation meeting on "Boosting exports to USA, CHINA, ASEAN and other markets" at Conference Room, Chemexcil Mumbai on 28/09/2018



2. Shri Sudhakar Kasture, Director (EXIM Institute) making presentation during stakeholder consultation meeting on boosting exports.