PLEXCONCIL - The Plastics Export Promotion Council

PLEXCONNECT

Edition 13, July 2020

Forex Risk Managment during COVID

Focus on Switzerland

Antimicrobial Masterbatches Outlook

Interview with TAPMA & IPF

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The Plastics Export Promotion Council

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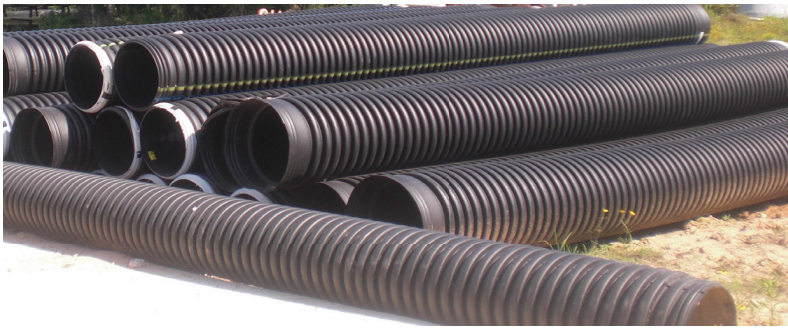
JJ Plastalloy Pvt. Ltd.

Manufacturer and Exporter of Masterbatches & Polymer Compounds with 70000 MT Per Annum Capacity




Entire Range Under our Roof:

- White Masterbatches
- Black Masterbatches
- Colour Masterbatches
- Calcium Carbonate Masterbatches
- Additive Masterbatches

Our Advantages:

- Govt. Approved R&D Centre.
- Govt. Recognized Export House.
- Consistent Quality
- Fast Product Developments.
- Export to more than 25 Countries.

Applications:

- Packaging
- Automotive
- Agriculture
- White goods
- Furniture

JJ Plastalloy Private Limited

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Dahej (Gujarat) & Varanasi (UP)

"For it is mutual trust, even more than mutual interest that holds human associations together". The voice of one may mean little, but when we come together, as associations, colleagues, comrades and friends, the forces that are, often become more responsive.

In our long journey so far, Plexconcil has over the years worked hand in hand, with several plastics associations and federations across the country. Our aim is to collaborate closely with people who have their ear to the ground and this has helped us in identifying challenges and opportunities that form the cornerstone of our aim bolster the growth of our industry. We deeply value the inputs shared and keep the best interests and concerns of industry associations in all our endeavors. After all, it is only when we speak in one voice will we be able to effectively achieve our goals for the Indian plastics exports and its members.

Therefore, through the medium of Plexconnect, we have now embarked on a journey to highlight the mission, goals, challenges and opportunities as seen by Plastics associations in the country and we aim to highlight these through a series of interviews in our magazine. In this edition, we speak to TAPMA (Chennai) and IPF (Kolkata) to gain insights into what makes them tick and look forward more, robust interviews in the months ahead.

We live in times today that are ever changing and fluid, changing from day to day. Plastics exports for the cumulative months of April & May 2020 stood at USD 1363 Million against USD 1800 Million during the same period last year. The sharp decline should be all the more reason why as an industry, we need to come together to explore opportunities and boost our segment.

The Indian economy is seen to be gradually picking up pace after a two-month lockdown that brought the country to a grinding halt. And while demand in the current year is expected to be suppressed, the lower price of polymers would support more affordable finished products and hence improve demand both domestically and exports. Needless to say, this is on the assumption that the Government does not go through with its proposed additional 15% tax on import of chemical and petrochemical products, on which we are quite heavily import reliant. The Plastics fraternity has been in constant dialogue with the Government and we have been assured that our concerns would be suitably considered. Until then, we can only hope for the best.

In this issue of the magazine, we bring you an interesting Case Study by Exxon on making pouch packaging recyclable; Antimicrobial masterbatches, a look at Switzerland as a potential export destination, Forex Risk Management during Covid and more. We do hope that you have been finding our magazine helpful with your business and look forward to receiving your views and comments to help us improve.

Until then, stay safe!
Warm regards

Ravish Kamath
Chairman

Council Activities - May 2020

Date: 04-05-2020 **Region: H.O.**

Meeting Particulars: Practical Aspects of Exports & Post COVID 19 Business Opportunity

The Head Office organised a Webinar on Practical Aspects of Exports & Post COVID 19 Business Opportunity. Shri. Arvind Goenka, Vice-Chairman started off the webinar with an inaugural address and moderated the program. Shri, R K Maru, Chief Mentor, Foreign Trade Management and Training Centre, Indore, gave a detailed presentation for the benefit of the trade. The webinar was attended by over 170 Participants.

Date: 05-05-2020 **Region: R.O. EAST**

Meeting Particulars: India's Strategy for the Post-Covid World held on 5th May 2020

The above WEBINAR (special E-Session) was organised by Bharat Chamber of Commerce, Kolkata, on 5th May 2020. Shri. Sanjeev Sanyal, Principal Economic Advisor to the Ministry of Finance, Government of India delivered an address and interacted with the participants. Mr Nilotpal Biswas, RD joined the online session.

Date: 15-05-2020 **Region: H.O / R.O. SOUTH**

Meeting Particulars: Web Meeting on Challenges & Opportunities for Korean and Indian Companies Post Covid 19 held on 15th May 2020

The Plastics Export Promotion Council – Southern Region organized a webinar on 15th May 2020 on the "Challenges & Opportunities for Korean and Indian Companies Post Covid 19" wherein more than 89 members participated in the webinar.

The agenda was mainly to focus on the Challenges & Opportunities for Indian Companies especially from the Polymer and Plastics Industry as the entire dynamics of business is likely to change and countries like Korea would be looking for new partners post this crisis.

Mr. Junghee Hahn, Director General, KOTRA, Chennai shared the presentation about the current economic scenario and the challenges for Korean and Indian companies post this crisis. He stated that the opportunities would open up for Indian companies across all sectors.

Mr. B.C. Datta, Vice President, Corporate Affairs, Hyundai, Chennai shared his experience in working with the Korean Automobile which has been very fruitful. He touched upon the new concept of "be vocal for local" and explained that their company too would prefer to have all their suppliers closer to the factory in the future and hence there would be more opportunities for MSME (supply chain) in Tamil Nadu.

Mr. Aditya Nagarajan, Vice President, Investment Promotions, TN Guidance made a presentation showcasing the potential of Tamil Nadu as a State and also the possibilities of accommodating more Korean companies who may be interested to invest in TN.

The session ended with Q & A from the participants who participated from across India.

Date: 22-05-2020 **Region: H.O.**

Meeting Particulars: Forex Risk Management amid Covid-19 crisis & strategies

The Head Office organised Webinar on Forex Risk Management amid Covid-19 crisis & strategies that can be implemented to manage Currency Risk by Mr. Sajal Gupta - Head Forex & Rates, Edelweiss Private Wealth Management. Mr. Gupta made a detailed presentation on intricacies of the business for the benefit of the Industry. The webinar was attended by over 130 Participants.

Chairman's Presentation

Chairman made a presentation during the Plastia/Rotomulder webinar on 22nd May 2020 presenting the potential of exports and the benefits of membership with Plexconcil.

Date: 23-05-2020 **Region: H.O / R.O. EAST**

Meeting / Event Particulars: 'Webinar on 360 degree Review of the Plastic Industry post COVID – 19" held on 11th May 2020

The above WEBINAR was organized by AIPMA on 11th May 2020. Dr. Raju Desai, Past President, AIPMA, moderated the session. The following dignitaries spoke at this occasion.

1. Mr. Mario Maggiani - General Manager - AMP Amaplast, Italy & Secretary General, CIPAD
2. Mr. Thorsten Kuehmann, Managing Director, VDMA Plastics and Rubber Machinery, Germany
3. Mr. Philip Law, Director General, British Plastics Federation, UK
4. Mr. Utpal Sheth, Executive Director – Plastics Research & Analysis, IHS Markit, Singapore
5. Mr. Arvind Mehta, Chairman, Governing Council, AIPMA
6. Mr. Jayesh Rambhia, Past President, AIPMA
7. Mr. Kailash Murarka, Past President, AIPMA

Mr Nilotpal Biswas, RD joined the online session.

Date: 25-05-2020 **Region: H.O**

Meeting / Event Particulars: 'Online Meeting with Executive Director/Regional Directors' held on 25th May 2020

An interactive meeting was held between ED and all RDs to discuss the functioning/servicing our member exporters during lockdown and re-opening of office as per Government Directives.

Date: 29-05-2020 **Region: R.O. EAST**

Meeting / Event Particulars: 'Online Interactive Meeting organised for the ER Members' held on 29th May 2020

An online interactive meeting was organised for the Eastern Region members on 29th May 2020. Mr Prasan Lohia, Regional Chairman & Mr Amit Pal, COA Member interacted with the members mainly on the present scenario of Export Trade from Eastern Region especially during lockdown and the challenges, opportunities for Plastic exports from Eastern Region(Post Covid).

Council Activities - May 2020

Date: 29-05-2020 **Region: H.O.**

Meeting Particulars: Webinar on Financial Management - Factoring - A strong finance tool post Covid – 19'

The Head Office organised an important Webinar on Financial Management: Factoring - A strong finance tool post Covid – 19 in coordination with Drip Capital on 29th May 2020. The Webinar was moderated by Shri. G S Anilkumar, CoA member, Plexconcil and the speakers from Drip Capital Ms. Sarika Yadav & Mr. Pranjal Dubey, gave detailed presentation on:

1. Impact of Covid – 19 on Indian & Global Trade

2. Lack of Working Capital in the times of Covid-19 impact

3. Collateralized V/S Non- Collateralized funding post COVID

4. Drip Capital's role and how it could support exporters after the industry is back on its foot

The webinar was attended by over 100 Participants.

Date: 30-05-2020 **Region: R.O. EAST**

Meeting / Event Particulars: 'Special E-session with Shri. Anurag Singh Thakur, Hon'ble Minister of State for Finance and Corporate Affairs, Govt. Of India held on 30th May 2020

The above session organised by Bharat Chamber of Commerce, Kolkata. Shri. Anurag Singh Thakur, Hon'ble Minister of State for Finance and Corporate Affairs interacted with the participants mainly on various packages announced by the Government to navigate this Covid crisis. Mr. Nilotpal Biswas, RD joined this online session

Date: 1-05-2020 to 31-05-2020 **Region: H.O & ALL R.O.'s**

Activity Particulars: Facilitated Members issues & concerns during Covid 19 lockdown period (Work from Home/Office)

Due to the announcement of lockdown for Covid 19 pandemic, Member Exporter were facing tremendous problem involving issues such as clearance and movement of their EXIM cargo, reopening of factories and exporting their existing orders. In this regard, H.O. & all Region office's regularly facilitated member exporter's issues and concern with the respective authorities including State Governments. The Council also sought information from the members on various inputs as requested by the Department of Commerce, Ministry of Commerce & Industry, Govt. of India. The same had been compiled and forwarded to the competent authorities accordingly for onward submission.

Antimicrobial Masterbatches

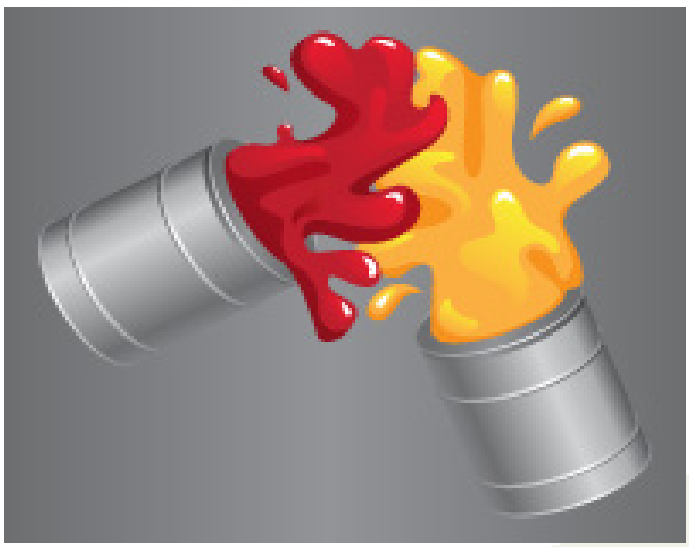
Industry Overview

Antimicrobial is the leading segment of the market for Additive Masterbatches Market with a share of 38.2% and is anticipated to grow at the highest CAGR in the coming years. This growth is attributed to the increasing demand for antimicrobial masterbatch additive in the controlling of microbes in various plastic products. Moreover, the growth in the retail sector has augmented the flow of goods, in turn, adding to the use of antimicrobial additives in the packaging industry.

- World-wide import of Antimicrobial additives (HS code 320740) stood at $1.08 billion in 2019.
- Top 5 importers during the year were: USA, Italy, China, Germany and Vietnam.
- Top 5 exporters during the year were: Spain, China, Japan, Germany and USA.
- India is a net importer of this product.
- In 2019, India purchased $19.45 million worth of this product from the world. Major suppliers to India were: Spain, USA, China, Italy and UK.
- Export of this product from India is quite low and limited to a few countries like Bangladesh and Israel.

Application

Antimicrobial additives have vital applications in protecting against the formation of undesirable microorganisms such as microbes, bacteria, staining & odors, and mold & mildew among others. Their increasing use in a variety of flourishing end-use industries, including paints & coatings, packaging, food & beverage. Healthcare, textiles, and others, is expected to support the growth of the global antimicrobial additives market. Steady growth is foreseen for these industries over the next couple of years, which is also likely to drive antimicrobial additives demand worldwide.



The antimicrobial additives market, on a global scale, is projected to rise at a compound annual growth rate of 6.58% from 2017 to 2023. The market is expected to the reach a valuation in excess of USD 12,500 Mn by the end of 2023, up from USD 8,573.1 Mn in 2017. The global manufacturing industry holds several positive views towards antimicrobial additives as their inclusion helps in adding a distinct feature to the finished product. They are extremely effective in killing and inhibiting development of microorganisms and pathogenic microorganisms. Moreover, the availability of an array of organic and inorganic antimicrobial additives is reflecting favorably on the market.

Drivers for Growth

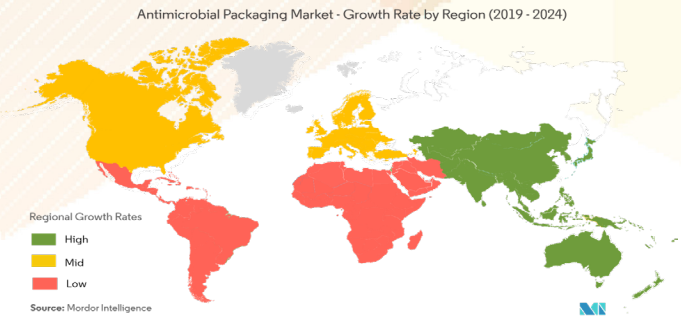
Suitable for nearly every type of plastic, Antimicrobial additives are experiencing high demand from the plastics industry where they are primarily used to increase the shelf life of a given product. They are increasingly being used to improve protection against harmful and undesirable microbial growth while keeping the structural and physical properties of the final product intact. Plastic packaged products are cost effective and highly convenient in terms of use and storage among other benefits. Increasing consumption of packaged food products due to convenience and increased shelf life combined with the increasing use of plastics with antimicrobial additives in catheters, contact lenses, and other medical items have resulted in high demand for antimicrobial additives.

The healthcare sector is developing rapidly on a global scale. There is a huge demand for materials which are able to protect against or kill harmful microbes in the healthcare sector; thus increasing the demand for antimicrobial additives. Government support for the growth of the healthcare sector and the demand for hygienic products has increased the consumption of antimicrobial additives in medical items such as wound dressings, hospital bedding, pathology bags, syringes, and others. Increased healthcare spending, the growing geriatric population and increased occurrence of chronic diseases are expected to fuel the growth of the global antimicrobial additives market.

The healthcare segment accounts for the largest share at 27.1% share of the total market and is followed by the F&B industry which has a share of over 20%. The healthcare segment is expected to grow at a CAGR of 7.54% due to the vast number of applications of antimicrobial additives in this industry.

Regional Analysis

The Asia Pacific accounts for 38% of the global market share and is expected to grow at a CAGR of 7.55%. China, India, and Thailand represent important emerging economies in the region where the highest growth is observed. These and other economies in the region have expanding healthcare sectors due to growing medical tourism, increased healthcare spending and growing demand for advanced facilities from the regions massive patient population. Moreover, the presence of a significant industrial & manufacturing hub in the APAC, high growth is anticipated for the global antimicrobial additives market over the assessment period. Increasing investments in R&D and the presence of medical device manufacturing plans represent opportunities for the APAC market.



Europe represents the second largest regional market in the global antimicrobial additives market. The presence of several leading market players combined with the presence of a well-established healthcare sector where there is a high demand for hygienic medical devices is expected to encourage growth for the market. Moreover, the EU has stringent regulations regarding food packaging and high healthcare expenditure which is expected to increase the consumption of antimicrobial additives for durability of products and for hygiene.

Challenges and Outlook

Globally, the use of antimicrobial additives, particularly in plastic, is subject to various environmental regulations due to the potentially harmful impact of plastic to human & animal life. For instance, the use of antimicrobial additives in food product packaging must be approved by the US Environmental Protection Agency (EPA) and FDA. Moreover, the FDA has banned antimicrobial additives in soaps due to their harmful effects on human health, thus impeding market growth. However, in the same vein, increasing criticism and stringent regulations which are aimed at reducing the consumption of single-use plastics and low quality plastics will likely result in the use of antimicrobial additives for the improvement of durability of plastic products. Increasing demand for hygienic products will likely increase use of antimicrobial additives in a variety of applications in end-user industries. Furthermore, strategic initiatives such as mergers & acquisitions, collaborations, expansion, and technology/ product launch; some of the growth strategies that players operating in the global antimicrobial additives market are adopting, will help these industry players gain a larger competitive advantage.

Source: marketresearchfuture.com

Industry Speak

Vikram Bhadauria, Managing Director, ALOK

What are antimicrobial masterbatches? What are their benefits?

- Antimicrobial technology works to destroy or inhibit the growth and reproduction of harmful bacteria, mold and mildew. They protect plastic products from accumulating harmful microorganisms when in contact with humans, livestock, and raw foods, restricting the spread of diseases and infections. What sets this solution apart are properties like non-toxicity, permanence (non-migratory), assured 99% efficacy and increased product longevity.

Do antimicrobial masterbatches have any impact on the chemical/ physical properties of masterbatches used in manufacturing of different types of plastic products?

- No, these are chemically inert materials which do not have any impact on the physical or chemical properties of the product.

How can manufacturers go about creating antimicrobial products? Is there any impact on production or does the process require any change or adjustments?

- Inorganic antimicrobials utilize metal ions viz. Silver, Zinc etc as their active agents, and once incorporated into the polymer matrix, these remain in-situ. Metals such as Silver, Zinc, Copper, etc have been used for centuries as biostatic agents. When in contact with moisture, an electrochemical reaction releases ions. These ions penetrate microbes rendering them unable to function, grow, or reproduce.

What are the kinds of products that are most likely to benefit from the use of antimicrobial masterbatches?

- ALOK's antimicrobial masterbatches offers microbial protection for a wide range of applications that host maximum microorganisms, including hospital beds, linen and furniture, toilet seats and public sanitation facilities, door handles and handlebars, plastic bathroom wares, school, children's toys, escalator handrails, electrical and electronics.

With today's heightened sense of hygiene and sanitation globally, what are the opportunities for growth for this product?

- The growing sense of consciousness about hygiene and sanitation at an individual level as well as their surroundings in itself has an unexplored potential in the market. As the use of plastics across all spectrums of livelihood at home as well as public areas is indisputable, so is the need for a solution that further 'redefines clean'.

What are the opportunities for antimicrobial masterbatches in India?

- At a time when a global pandemic has changed the approach to health and sanitation, antimicrobial solutions are the need of the hour. Its application across day-to-day use products further reinstates its rapid adoption. One example of this

is our partnership with Microban and Vectus Industries to implement this solution in water tank applications, which one is constantly exposed to. We are working on similar partnerships.

Are antimicrobial products bio-degradable/ environmentally safe? What is the impact on recycling?

- These solutions are environmentally safe as the chemicals used are silver and zinc which are non-hazardous and sustainable in nature.

Microban and ALOK announced their partnership during K2019. What is the vision behind this partnership and what are your goals?

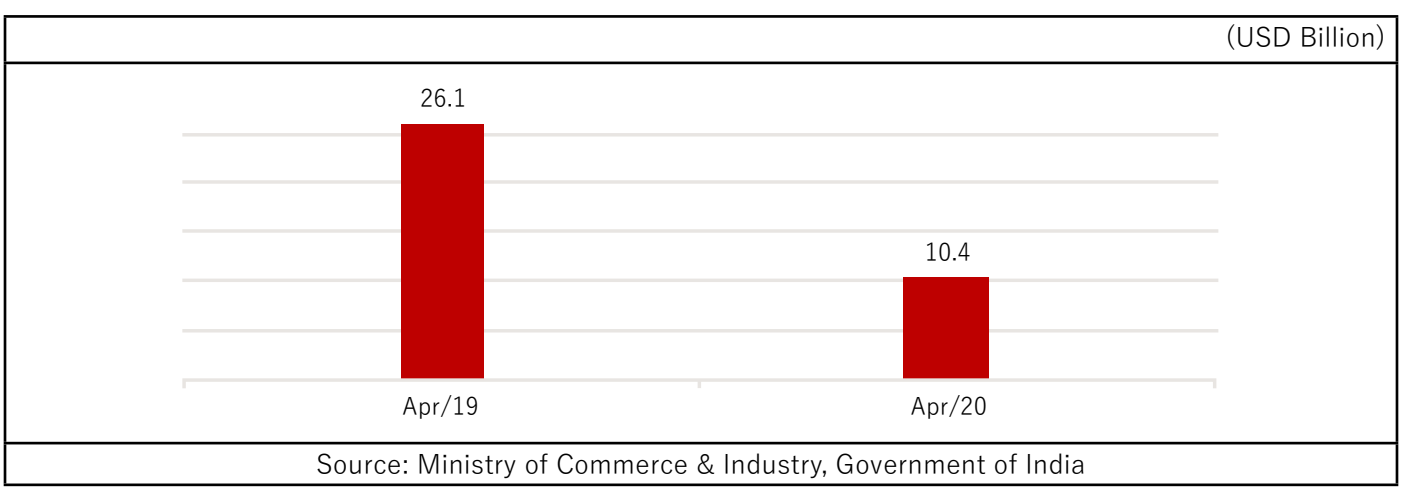
- Through this partnership, which is exclusively for Indian markets, ALOK's antimicrobial masterbatches powered by Microban's technology will revolutionize cleanliness, hygiene and sustainability of plastics used in packaging, healthcare and industrial sectors, by inhibiting microbial growth. This technology is proven to inhibit the proliferation of microbes on a treated surface by up to 99.99% and actively reduces the risk of premature product degradation for its expected lifetime.

ANALYSIS OF INDIA'S PLASTICS EXPORT
April 2020

TREND IN OVERALL EXPORTS

India reported merchandise exports of USD 10.4 billion in April 2020, down 60.3% from USD 26.1 billion in April 2019. Exports in April 2020 were negatively affected by the lockdown situation in India and several other countries die to which economic activities came to halt.

Exhibit 1: Trend in overall merchandise exports from India

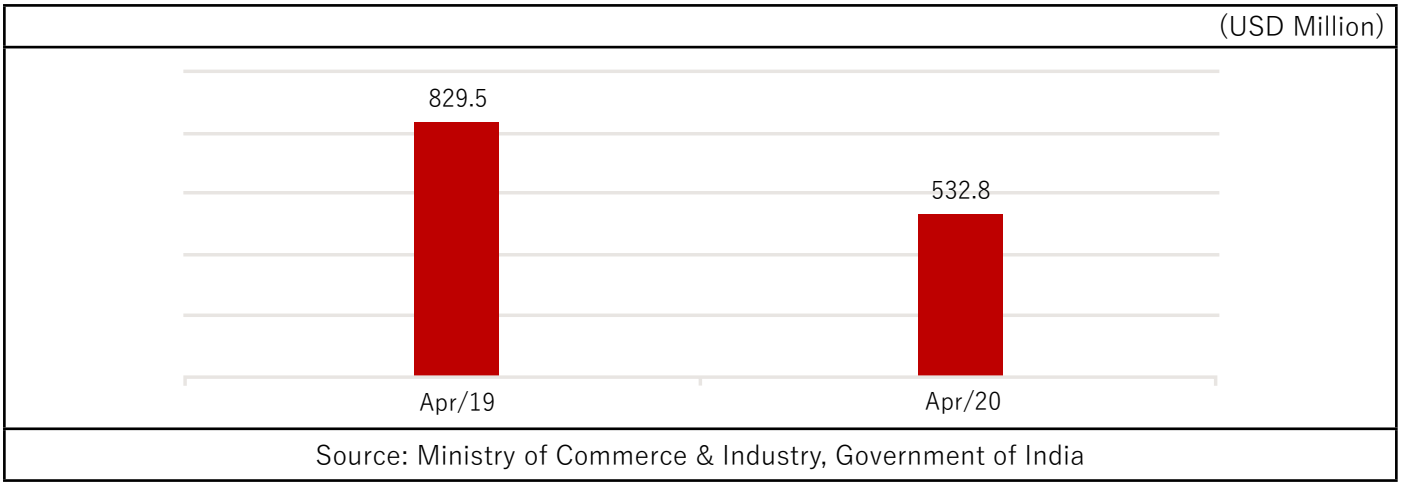


Source: Ministry of Commerce & Industry, Government of India

TREND IN PLASTICS EXPORT

During April 2020, India exported plastics worth USD 532.8 million, down 35.8% from USD 829.5 million in April 2019. India's plastics exports were also negatively affected by the lockdown situation in India and several other countries.

Exhibit 2: Trend in plastics export by India



Source: Ministry of Commerce & Industry, Government of India

PLASTICS EXPORT, BY PANEL

In April 2020, all product panels, except, Raw materials, witnessed a decline, as trade was impacted by the Covid-19 pandemic and lockdown situation in many parts of the world including India.

Writing Instruments panel had the steepest fall of 89.5%, followed by Floor coverings, leather cloth & laminates; Consumer & house ware; Pipes & fittings; and Cordage & fishnets, all of which were slipped by as much as 80%. With a 24.3% decline, export of polyester films was still lower in comparison to the other product panels.

Exhibit 3: Panel-wise % growth in plastics export by India

Panel	April-19 (USD Mn)	April-20 (USD Mn)	Growth (%)
Consumer & House ware	46.26	7.40	-84.0%
Cordage & Fishnets	13.05	2.58	-80.2%
Composites / FRP products	26.08	5.37	-79.4%
Floor Coverings, Leather cloth & Laminates	38.50	5.10	-86.8%
Human Hair & Related Products	21.22	4.49	-78.8%
Miscellaneous Products	133.08	53.01	-60.2%
Pipes & Fittings	17.02	3.29	-80.7%
Polyester Films	126.17	95.47	-24.3%
Raw Materials	289.63	317.42	+9.6%
Rigid Packaging & PET Preforms	24.46	11.50	-53.0%
Woven Sacks/FIBCs	77.99	25.45	-67.4%
Writing Instruments	16.01	1.68	-89.5%
	829.47	532.76	-35.8%

Source: Ministry of Commerce & Industry, Government of India

Export Performance

- Export of Consumer & house ware products fell by 84.0% in April 2020. Major decline was witnessed in Tableware and kitchenware of plastic (HS code 39241090), Insulated ware of plastic (HS code 39241010), and Plastic tooth brushes (HS code 96032100). There was positive growth in Sunglasses (HS code 90041000) and Disposable gloves, mittens and mitts etc of plastic sheeting (HS code 39262011).

- Export of Cordage & fishnets products slipped by 80.2% in April 2020. Major decline was reported in Twine, cordage, ropes and cables of PE and PP (HS code 56074900), and Made up knotted fishing nets of man-made textile materials (HS code 56081190).

- Export of Composites fell by 79.4% due to decline in sales of Articles of plastics and articles of other materials of heading 3901 to 3914, nes (HS code 39269099).

- In case of Floor coverings, leather cloth & laminates, exports in April 2020 fell by 86.8% due to a major decline in sales of Decorative laminates (HS code 48239019), and PVC floor coverings with a width of >= 45 cm (HS code 39181010 and 39181090). Further analysis revealed that India's export of PVC floor covering under HS code 39181090 has been under pressure since 2016-17 and that Indian companies have lost market share in countries like Ethiopia, Turkey, Indonesia, Philippines, Somalia etc.

- Export of Human hair & related products was lower by 78.8% due to a sharp decline in shipment of Human hair, dressed, thinned, bleached or otherwise worked (HS code 67030010). China is the key destination for export of this product from India.

- Export of Pipes & fittings witnessed a 80.7% decline on account of lower sales of Fittings like joints, elbows, flanges, of plastics, for tubes, pipes and hoses (HS code 39174000), PVC tubes pipes (HS code 39172390), and PE tubes and pipes (HS code 39172110). The chairman for pipes & fittings panel has indicated concern about non availability of MEIS on exports to Sri Lanka and high logistics cost, which is hurting India's exports.

- Polyester films, which reported a somewhat lower decline than rest of the product panels, witnessed a 24.3% fall in exports during April 2020. Weaker exports of Self-adhesive plates, sheets, film, foil, tape, strip, of plastics, in rolls > 20 cm wide (HS code 39199090), Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked (HS code 39219099), and Plates, sheets, film, foil and strip, of non-cellular PVC, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked (HS code 39204900) were somewhat offset by improved exports of BOPP films (HS code 39202020) and BOPET films (HS code 39206220).

- Plastics raw materials panel members had a better start to the year 2020-21, with exports rising 9.6% during April 2020. Growth in this panel was a result of higher export of Polypropylene (HS code 39021000) and Linear Low-Density Polyethylene (HS code 39014010 – a new tariff line). It is believed that during the lockdown period in April 2020 some of the Indian petrochemical companies continued to operate their plants since most of their workers are housed inside the complex. However, due to poor demand for polymers in the domestic market, they shifted sales to the export market.

- Rigid packaging & pet performs reported a negative growth of 53.0% due to lower export of Other articles for conveyance or packing of goods nes (HS code 39239090), Carboys, bottles and flasks (HS code 39233090), and Box case crate of plastics nes (HS code 39231090).

- Export of Woven sacks and fibcs fell by 67.4% during April 2020 due to a huge decline in sales of FIBC. Indian exporters of FIBC are losing out their market share particularly in the European countries. Indian FIBC exporters have also been denied MEIS / RoDTEP since August 2019 which has hurt their export competitiveness.

- Export of Writing instruments dropped by 89.5%, mainly on account of a decline in sales of Ball-point pens (HS code 96081019).

Exhibit 4: Details of % change seen in top 50 items of export

HS Code	Description	April-19 (USD Mn)	April-20 (USD Mn)	Growth (%)
39076100	Poly(Ethylene Terephthalate): Having A Viscosity Number Of 78 Ml/G Or Higher	73.23	-	-100.0%
63053200	Flexible intermediate bulk containers	53.98	19.19	-64.4%
39021000	Polypropylene, in primary forms	16.46	101.18	+514.7%
39012000	Polyethylene with a specific gravity of >= 0,94, in primary forms	41.65	29.43	-29.3%
39232990	Sacks and bags, incl. cones, of plastics (excl. those of polymers of ethylene): Other	30.44	15.23	-50.0%
39011010	Polyethylene with a specific gravity of < 0,94, in primary forms: Linear low density polyethylene (LLDPE)	26.65	28.33	+6.3%
39269099	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s: Other	25.69	5.34	-79.2%
67030010	Human hair, dressed, thinned, bleached or otherwise worked; wool, other animal hair or other textile materials, prepared for use in making wigs or the like (excl. natural plaits of human hair, whether or not washed and degreased, but not otherwise processed): Human hair, dressed, thinned, bleached or	19.76	4.49	-77.3%
90011000	Optical fibres, optical fibre bundles and cables (excl. made-up of individually sheathed fibres of heading 8544)	22.80	10.84	-52.5%
48239019	Paper, paperboard, cellulose wadding and webs of cellulose fibres, in strips or rolls of a width <= 36 cm, in rectangular or square sheets, of which no side > 36 cm in the unfolded state, or cut to shape other than rectangular or square, and articles of paper pulp, paper, cellulose wadding or webs of cellulose fibres, n.e.s.: Decorative laminates	15.89	1.70	-89.3%

39206220	Plates, sheets, film, foil and strip, of non-cellular poly"ethylene terephthalate", not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. those of poly"methyl methacrylate", self-adhesive products, and floor, wall and ceiling coverings of heading 3918): Flexible , plain	17.06	20.78	+21.8%
54072090	Woven fabrics of strip or the like, of synthetic filament, incl. monofilament of >= 67 decitex and with a cross sectional dimension of <= 1 mm: Other	9.15	4.28	-53.2%
39269080	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s: Polypropylene articles , not elsewhere	13.43	5.86	-56.4%
39232100	Sacks and bags, incl. cones, of polymers of ethylene	12.58	5.81	-53.8%
39076990	Other, polyethylene terephthalate	21.69	7.11	-67.2%
39239090	Articles for the conveyance or packaging of goods, of plastics (excl. boxes, cases, crates and similar articles; sacks and bags, incl. cones; carboys, bottles, flasks and similar articles; sppols, spindles, bobbins and similar supports; stoppers, lids, caps and other closures): Other	10.76	5.96	-44.6%
39219099	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked or merely surface-worked or merely cut into squares or rectangles (excl. of cellular plastic; self-adhesive products, floor, wall and ceiling coverings of heading 3918): Other	12.84	6.92	-46.1%
39202020	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. self-adhesive products, and floor, wall and ceiling coverings of heading 3918): Flexible , plain	11.66	15.92	+36.5%

39011090	Polyethylene with a specific gravity of < 0,94, in primary forms: Other	4.50	9.01	+100.2%
54072030	Woven fabrics of strip or the like, of synthetic filament, incl. monofilament of >= 67 decitex and with a cross sectional dimension of <= 1 mm: Dyed	10.81	1.62	-85.0%
90015000	Spectacle lenses of materials other than glass	12.24	1.30	-89.4%
96081019	Ball-point pens	9.05	1.12	-87.6%
39202090	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. self-adhesive products, and floor, wall and ceiling coverings of heading 3918): Other	9.15	7.25	-20.8%
39046100	Polytetrafluoroethylene, in primary forms	10.56	5.56	-47.3%
90183930	Cannulae	7.88	5.12	-35.0%
39241090	Tableware and kitchenware, of plastics: Other	7.10	0.48	-93.2%
96032100	Tooth brushes, incl. dental-plate brushes	6.78	1.73	-74.5%
39069090	Acrylic polymers, in primary forms (excl. poly"methyl methacrylate"): Other	6.63	2.66	-59.9%
39206290	Plates, sheets, film, foil and strip, of non-cellular poly"ethylene terephthalate", not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. those of poly"methyl methacrylate", self-adhesive products, and floor, wall and ceiling coverings of heading 3918): Other	6.15	9.08	+47.6%

95030030	Tricycles, scooters, pedal cars and similar wheeled toys; dolls' carriages; dolls; other toys; reduced-size ("scale") models and similar recreational models, working or not; puzzles of all kinds: tricycles, scooters, pedal cars and similar wheeled toys; dolls' carriages; dolls; other toys; reduced-size ("scale") models and similar recreational models, working or not; puzzles of all kinds: of plastics	4.39	0.51	-88.4%
56074900	Twine, cordage, ropes and cables of polyethylene or polypropylene, whether or not plaited or braided and whether or not impregnated, coated, covered or sheathed with rubber or plastics (excl. binder or baler twine)	5.54	1.16	-79.1%
59031090	Textile fabrics impregnated, coated, covered or laminated with poly"vinyl chloride" (excl. wall coverings of textile materials impregnated or covered with poly"vinyl chloride"; floor coverings consisting of a textile backing and a top layer or covering of poly"vinyl chloride"): Other	7.09	0.92	-87.0%
39206919	Plates, sheets, film, foil and strip, of non-cellular polyesters, not reinforced, laminated, supported or similarly combined with other materials, not worked or only surface-worked, or only cut to rectangular, incl. square, shapes (excl. polycarbonates, polythylene terephthalate and other unsaturated polyesters, self-adhesive products, and floor, wall and ceiling coverings in heading 3918): Other	6.89	4.96	-28.0%
59039090	Textile fabrics impregnated, coated, covered or laminated with plastics other than poly"vinyl chloride" or polyurethane (excl. tyre cord fabric of high tenacity yarn of nylon or other polyamides, polyesters or viscose rayon; wall coverings of textile materials impregnated or covered with plastic; floor coverings consisting of a textile backing and a top layer or covering of plastics): Other	3.87	1.73	-55.3%

39204900	Plates, sheets, film, foil and strip, of non-cellular polymers of vinyl chloride, containing by weight < 6% of plasticisers, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. self-adhesive products, and floor, wall and ceiling coverings of heading 3918)	7.71	2.89	-62.5%
39140020	Ion-exchangers based on polymers of heading 3901 to 3913, in primary forms: Ion exchangers of polymerisation or	4.68	3.40	-27.4%
39219094	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked or merely surface-worked or merely cut into squares or rectangles (excl. of cellular plastic; self-adhesive products, floor, wall and ceiling coverings of heading 3918): Flexible , metallised	5.60	5.05	-9.8%
39219096	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked or merely surface-worked or merely cut into squares or rectangles (excl. of cellular plastic; self-adhesive products, floor, wall and ceiling coverings of heading 3918): Flexible , laminated	5.52	6.06	+9.8%
39199090	Self-adhesive plates, sheets, film, foil, tape, strip and other flat shapes, of plastics, whether or not in rolls > 20 cm wide (excl. floor, wall and ceiling coverings of heading 3918): Other	9.46	2.24	-76.3%
39072090	Polyethers, in primary forms (excl. polyacetals): Other	1.76	5.49	+211.9%
39241010	Tableware and kitchenware, of plastics: Insulated ware	5.62	0.38	-93.2%
39073010	Epoxide resins, in primary forms: Epoxy resins	6.53	1.35	-79.3%

39259090	Building elements for the manufacture of floors, walls, partition walls, ceilings, roofs, etc., of plastic; gutters and accessories of plastic; railings, fences and similar barriers, of plastic; large shelves, for assembly and permanent installation in shops, workshops, etc., of plastic; architectural ornaments, e.g. friezes, of plastic; fittings and similar products for permanent mounting on buildings, of plastic: Other	2.89	0.07	-97.6%
39095000	Polyurethanes, in primary forms	4.26	2.81	-34.0%
39100090	Silicones in primary forms: Other	5.54	2.84	-48.7%
39235010	Stoppers, lids, caps and other closures, of plastics: Caps and closures for bottles	3.45	1.85	-46.4%
39129090	Cellulose and chemical derivatives thereof, n.e.s., in primary forms (excl. cellulose acetates, cellulose nitrates and cellulose ethers): Other	4.13	3.65	-11.6%
39119090	Polysulphides, polysulphones and other polymers and prepolymers produced by chemical synthesis, n.e.s., in primary forms: Other	4.95	3.67	-25.9%
39031990	Polystyrene, in primary forms (excl. expansible): Other	6.75	2.04	-69.8%
39269069	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s: Other	4.21	0.25	-94.1%

THE PLASTICS EXPORT PROMOTION COUNCIL

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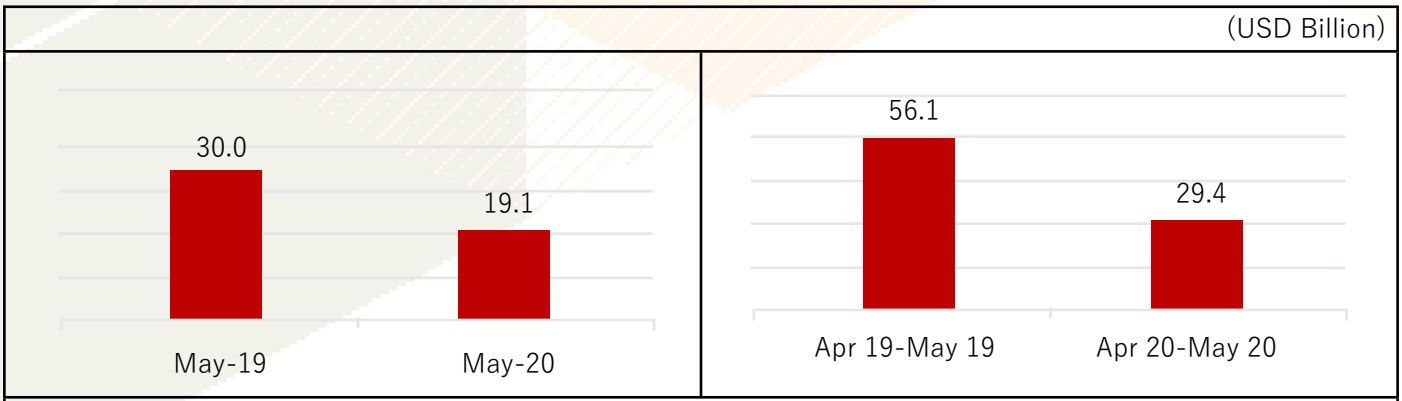
ANALYSIS OF INDIA'S PLASTICS EXPORT MAY 2020

TREND IN OVERALL EXPORTS

India reported merchandise exports of USD 19.1 billion in May 2020, down 36.5% from USD 30.0 billion in May 2019. Cumulative value of merchandise exports during April 2020 – May 2020 was USD 29.4 billion as against USD 56.1 billion during the same period last year, reflecting a decline of 47.5%.

Exhibit 1: Trend in overall merchandise exports from India

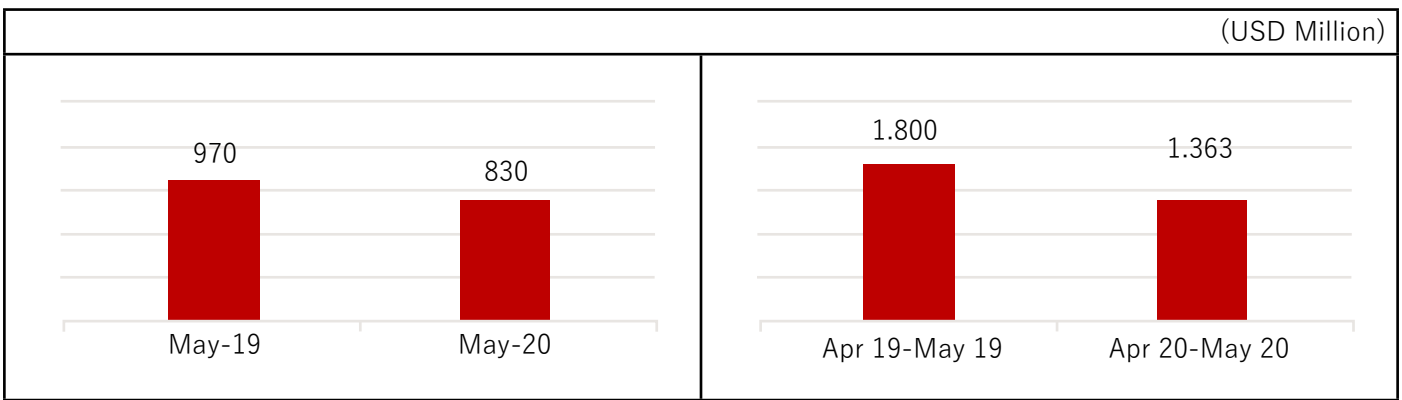


Source: Ministry of Commerce & Industry, Government of India

TREND IN PLASTICS EXPORT

During May 2020, India exported plastics worth USD 830 million, down 14.5% from USD 970 million in May 2019. Cumulative value of plastics export during April 2020 – May 2020 was USD 1,363 million as against USD 1,800 million during the same period last year, registering a negative growth of 24.3%.

Exhibit 2: Trend in plastics export by India



Source: Ministry of Commerce & Industry, Government of India

PLASTICS EXPORT, BY PANEL

In May 2020, all product panels, except, Raw materials and Polyester films, witnessed a decline, as businesses continued to be impacted by the Covid-19 pandemic and lockdown situation in many parts of the world, including India.

Writing Instruments panel had the steepest fall of 58.8%, followed by Consumer & house ware; Pipes & fittings; Woven Sacks / FIBCs; Composites / FRP; Floor coverings, leather cloth & laminates; and Cordage & fishnets, all of which slipped by as much as 30%. Human hair and Rigid packaging panels witnessed an 18.8% and 5.7% decline.

Exhibit 3: Panel-wise % growth in plastics export by India

Panel	May-19	May-20	Growth	Apr 19-May 19	Apr 20-May 20	Growth
	(USD Mn)	(USD Mn)	(%)	(USD Mn)	(USD Mn)	(%)
Consumer & House ware	54.3	22.6	-58.4%	100.6	30.0	-70.2%
Cordage & Fishnets	14.0	9.5	-32.2%	27.1	12.1	-55.4%
Composites / FRP products	28.5	18.4	-35.5%	54.5	23.7	-56.5%
Floor Coverings, Leather cloth & Laminates	51.5	33.2	-35.4%	90.0	38.3	-57.4%
Human Hair & Related Products	21.0	17.0	-18.8%	42.2	21.5	-49.0%
Miscellaneous Products	165.2	96.4	-41.7%	298.3	149.4	-49.9%
Pipes & Fittings	17.5	9.1	-48.1%	34.6	12.4	-64.1%
Polyester Films	135.5	147.1	+8.6%	261.7	242.6	-7.3%
Raw Materials	353.9	397.3	+12.3%	643.6	714.8	+11.1%
Rigid Packaging & PET Preforms	26.6	25.1	-5.7%	51.0	36.6	-28.4%
Woven Sacks/FIBCs	83.1	46.3	-44.3%	161.0	71.7	-55.5%
Writing Instruments	19.2	7.9	-58.8%	35.2	9.6	-72.8%
	970.2	829.9	-14.5%	1,799.7	1,362.6	-24.3%

Source: Ministry of Commerce & Industry, Government of India

- Export of Consumer & house ware products fell by 58.4% in May 2020. Major decline was witnessed in Tableware and kitchenware of plastic (HS code 39241090), Office and school supplies of plastics, nes (HS code 39261099), Plastic moulded suit cases (HS code 42021220), Plastic tooth brushes (HS code 96032100), and Insulated ware of plastic (HS code 39241010).

- Export of Cordage & fishnets products slipped by 32.2% in May 2020 largely on account of a major decline in sales of Made up knotted fishing nets of man-made textile materials (HS code 56081190).

- Export of Composites fell by 35.5% due to lower sales of Articles of plastics and articles of other materials of heading 3901 to 3914, nes (HS code 39269099).

- In case of Floor coverings, leather cloth & laminates, exports in May 2020 fell by 35.4% due to a major decline in sales of Floor coverings of plastics and wall or ceiling coverings in rolls with a width of >= 45 cm, excluding coverings of PVC (HS code 39189090) and Decorative laminates (HS code 48239019).

- Positive growth was seen in export of Other textile fabrics impregnated, coated, covered or laminated with polyurethane (HS code 59032090) and Other textile fabrics impregnated, coated, covered or laminated with plastics other than PVC or PU (HS code 59039090).

- Export of Human hair & related products was lower by 18.8% due to decline in shipment of Human hair, dressed, thinned, bleached or otherwise worked (HS code 67030010). China is the key destination for export of this product from India.

Export Performance

- Export of Pipes & fittings witnessed a 48.1% decline on account of lower sales of Flexible tubes, pipes and hoses of plastics, burst pressure >= 27,6 MPa (HS code 39173100), PE tubes and pipes (HS code 39172110), and Other tubes, pipes and hoses of plastics (HS code 39172990). The chairman for pipes & fittings panel has indicated concern about non availability of MEIS on exports to Sri Lanka and high logistics cost, which is hurting India's exports.

- Polyester films had a smart recovery and witnessed an 8.6% increase in exports during May 2020. Strong growth in export of BOPP films (HS code 39202020) and BOPET films (HS code 39206220) enabled the improved performance of polyester films panel.

- Plastics raw materials panel members had a good start to the year 2020-21, with exports rising 9.6% during April 2020. The trend continued in May 2020 during which plastics raw materials exports grew by 12.3%. Growth in this panel was a result of higher export of Polypropylene (HS code 39021000) and Linear Low-Density Polyethylene (HS code 39014010 – a new tariff line). It is believed that during the lockdown period in April 2020 and May 2020 some of the Indian petrochemical companies continued to operate their plants as most of their workers were housed inside the complex. However, due to poor demand for polymers in the domestic market, they shifted sales to the export market.

- Surprisingly, the trade data for the first two months of 2020-21 indicated that India is now exporting large amount of Suspension grade PVC resin (HS code 39041020) to the world.

- Rigid packaging & pet performs reported a negative growth of 5.7% due to lower export of Other articles for conveyance or packing of goods nes (HS code 39239090), Caps and closures of plastics (HS code 39235010), and Box case crate of plastics nes (HS code 39231090).

- Export of Woven sacks and fibcs fell by 44.3% during May 2020 due to a huge decline in sales of FIBC. Indian exporters of FIBC are losing out their market share particularly in the European countries. Indian FIBC exporters have also been denied MEIS / RoDTEP since August 2019 which has hurt their export competitiveness.

- Export of Writing instruments dropped by 58.8%, mainly on account of a decline in sales of Ball-point pens (HS code 96081019).

Exhibit 4: Details of % change seen in top 50 items of export

HS Code	Description	Apr 19-May 19 (USD Mn)	Apr 20-May 20 (USD Mn)	Growth (%)
39076100	Poly(Ethylene Terephthalate): Having A Viscosity Number Of 78 Ml/G Or Higher	149.27	-	NM
63053200	Flexible intermediate bulk containers	111.42	59.24	-46.8%
39021000	Polypropylene, in primary forms	62.56	204.97	227.6%
39012000	Polyethylene with a specific gravity of >= 0,94, in primary forms	80.51	73.70	-8.5%
39232990	Sacks and bags, incl. cones, of plastics (excl. those of polymers of ethylene): Other	60.11	39.78	-33.8%
39011010	Polyethylene with a specific gravity of < 0,94, in primary forms: Linear low density polyethylene (LLDPE)	69.23	37.30	-46.1%
39269099	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s: Other	53.80	23.39	-56.5%

67030010	Human hair, dressed, thinned, bleached or otherwise worked; wool, other animal hair or other textile materials, prepared for use in making wigs or the like (excl. natural plaits of human hair, whether or not washed and degreased, but not otherwise processed): Human hair, dressed, thinned, bleached or	39.23	21.33	-45.6%
90011000	Optical fibres, optical fibre bundles and cables (excl. made-up of individually sheathed fibres of heading 8544)	46.89	26.70	-43.1%
48239019	Paper, paperboard, cellulose wadding and webs of cellulose fibres, in strips or rolls of a width <= 36 cm, in rectangular or square sheets, of which no side > 36 cm in the unfolded state, or cut to shape other than rectangular or square, and articles of paper pulp, paper, cellulose wadding or webs of cellulose fibres, n.e.s.: Decorative laminates	32.95	15.17	-54.0%
39206220	Plates, sheets, film, foil and strip, of non-cellular poly"ethylene terephthalate", not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. those of poly"methyl methacrylate", self-adhesive products, and floor, wall and ceiling coverings of heading 3918): Flexible , plain	36.65	46.13	25.9%
54072090	Woven fabrics of strip or the like, of synthetic filament, incl. monofilament of >= 67 decitex and with a cross sectional dimension of <= 1 mm: Other	21.09	8.97	-57.5%
39269080	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s: Polypropylene articles , not elsewhere	26.96	19.24	-28.6%
39232100	Sacks and bags, incl. cones, of polymers of ethylene	26.20	16.82	-35.8%
39076990	Other, polyethylene terephthalate	40.28	19.01	-52.8%
39239090	Articles for the conveyance or packaging of goods, of plastics (excl. boxes, cases, crates and similar articles; sacks and bags, incl. cones; carboys, bottles, flasks and similar articles; sppols, spindles, bobbins and similar supports; stoppers, lids, caps and other	23.19	17.51	-24.5%
39219099	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked or merely surface-worked or merely cut into squares or rectangles (excl. of cellular plastic; self-adhesive products, floor, wall and ceiling coverings of heading 3918): Other	27.32	16.56	-39.4%
39202020	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. self-adhesive products, and floor, wall and ceiling coverings of heading 3918): Flexible , plain	21.89	41.93	91.5%
39011090	Polyethylene with a specific gravity of < 0,94, in primary forms: Other	20.33	11.57	-43.1%

54072030	Woven fabrics of strip or the like, of synthetic filament, incl. monofilament of >= 67 decitex and with a cross sectional dimension of <= 1 mm: Dyed	20.25	2.04	-89.9%
90015000	Spectacle lenses of materials other than glass	24.03	7.06	-70.6%
96081019	Ball-point pens	20.79	6.01	-71.1%
39202090	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. self-adhesive products, and floor, wall and ceiling coverings of heading 3918): Other	20.09	17.63	-12.2%
39046100	Polytetrafluoroethylene, in primary forms	22.09	15.27	-30.9%
90183930	Cannulae	15.90	12.02	-24.4%
39241090	Tableware and kitchenware, of plastics: Other	15.44	4.02	-74.0%
96032100	Tooth brushes, incl. dental-plate brushes	14.81	6.56	-55.7%
39069090	Acrylic polymers, in primary forms (excl. poly"methyl methacrylate"): Other	13.64	8.89	-34.8%
39206290	Plates, sheets, film, foil and strip, of non-cellular poly"ethylene terephthalate", not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. those of poly"methyl methacrylate", self-adhesive products, and floor, wall and ceiling coverings of heading 3918): Other	12.87	19.55	51.9%
95030030	Tricycles, scooters, pedal cars and similar wheeled toys; dolls' carriages; dolls; other toys; reduced-size ("scale") models and similar recreational models, working or not; puzzles of all kinds: tricycles, scooters, pedal cars and similar wheeled toys; dolls' carriages; dolls; other toys; reduced-size ("scale") models and similar recreational models, working or not; puzzles of all kinds: of plastics	9.81	4.20	-57.2%
56074900	Twine, cordage, ropes and cables of polyethylene or	12.15	6.89	-43.3%
	polypropylene, whether or not plaited or braided and whether or not impregnated, coated, covered or sheathed with rubber or plastics (excl. binder or baler twine)			
59031090	Textile fabrics impregnated, coated, covered or laminated with poly"vinyl chloride" (excl. wall coverings of textile materials impregnated or covered with poly"vinyl chloride"; floor coverings consisting of a textile backing and a top layer or covering of poly"vinyl chloride"): Other	13.23	4.70	-64.5%
39206919	Plates, sheets, film, foil and strip, of non-cellular polyesters, not reinforced, laminated, supported or similarly combined with other materials, not worked or only surface-worked, or only cut to rectangular, incl. square, shapes (excl. polycarbonates, polythylene terephthalate and other unsaturated polyesters, self-adhesive products, and floor, wall and ceiling coverings in heading 3918): Other	13.95	11.37	-18.5%

59039090	Textile fabrics impregnated, coated, covered or laminated with plastics other than poly"vinyl chloride" or polyurethane (excl. tyre cord fabric of high tenacity yarn of nylon or other polyamides, polyesters or viscose rayon; wall coverings of textile materials impregnated or covered with plastic; floor coverings consisting of a textile backing and a top layer or covering of plastics): Other	8.56	10.19	19.0%
39204900	Plates, sheets, film, foil and strip, of non-cellular polymers of vinyl chloride, containing by weight < 6% of plasticisers, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. selfadhesive products, and floor, wall and ceiling coverings of heading 3918)	20.03	7.92	-60.5%
39140020	Ion-exchangers based on polymers of heading 3901 to 3913, in primary forms: Ion exchangers of polymerisation or	12.02	8.94	-25.6%
39219094	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked or merely surface-worked or merely cut into squares or rectangles (excl. of cellular plastic; self-adhesive products, floor, wall and ceiling coverings of heading 3918): Flexible , metallised	11.35	13.70	20.7%
39219096	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked or merely surface-worked or merely cut into squares or rectangles (excl. of cellular plastic; self-adhesive products, floor, wall and ceiling coverings of heading 3918): Flexible , laminated	9.52	14.54	52.7%
39199090	Self-adhesive plates, sheets, film, foil, tape, strip and other flat shapes, of plastics, whether or not in rolls >	15.76	8.54	-45.8%
	20 cm wide (excl. floor, wall and ceiling coverings of heading 3918): Other			
39072090	Polyethers, in primary forms (excl. polyacetals): Other	4.02	10.83	169.4%
39241010	Tableware and kitchenware, of plastics: Insulated ware	9.89	1.47	-85.1%
39073010	Epoxide resins, in primary forms: Epoxy resins	14.39	4.14	-71.2%
39259090	Building elements for the manufacture of floors, walls, partition walls, ceilings, roofs, etc., of plastic; gutters and accessories of plastic; railings, fences and similar barriers, of plastic; large shelves, for assembly and permanent installation in shops, workshops, etc., of plastic; architectural ornaments, e.g. friezes, of plastic; fittings and similar products for permanent mounting on buildings, of plastic: Other	33.82	1.76	-94.8%

39095000	Polyurethanes, in primary forms	8.39	9.79	16.7%
39100090	Silicones in primary forms: Other	11.34	5.96	-47.4%
39235010	Stoppers, lids, caps and other closures, of plastics: Caps and closures for bottles	7.79	5.60	-28.1%
39129090	Cellulose and chemical derivatives thereof, n.e.s., in primary forms (excl. cellulose acetates, cellulose nitrates and cellulose ethers): Other	9.28	7.99	-13.9%
39119090	Polysulphides, polysulphones and other polymers and prepolymers produced by chemical synthesis, n.e.s., in primary forms: Other	10.19	7.34	-28.0%
39031990	Polystyrene, in primary forms (excl. expansible): Other	12.56	7.05	-43.9%
39269069	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s: Other	8.18	1.67	-79.6%

How to manage Foreign Exchange Risk amid COVID – 19

By Edelweiss Private Wealth Management

Today the world is fighting possibly the largest unknown that has been seen in modern history. The COVID 19 has unleashed an air of uncertainty of such colossal proportions that even as nations grapple with its impact on people's health, the backlash to global economies is yet to be completely determined.

Currencies are sensitive to global business dynamics and at such times especially, these can go through major fluctuations, deepening the economic crisis. A vivid example of such a volatility has been seen in the Dollar which just 10 years ago was trading at around Rs. 45 rupees to the Dollar and today trades upwards of Rs. 75 rupees to the Dollar. Sharp fluctuations in currencies can have much impact on the profitability of the Export and Import industries by up to 70%.

Unfortunately, many still believe that forex is not their business and hence 64% of total forex exposure in India remains unhedged. However, businesses involved in import and export are no strangers to the risk of forex exposure and the critical part that it plays in their business. A forex consultancy service like Edelweiss Forex and Rates can help importers and exporters by ensuring that they get accurate rates from the bank and employ strategies such as options and forwards that can help mitigate any forex risk to them.

In May 2020, as part of its endeavour to apprise its members on the risks involved in currency fluctuations, given the current global economic turmoil, Plexconcil organized a Webinar on the "How to manage Forex Risk amid COVID 19" in association with Edelweiss Private Wealth Management. The Webinar was presented by Mr. Sajal Gupta, Head, Edelweiss Forex & Rates and was moderated by Mr. Vikram Bhadauria, Regional Chairman, North – Plexconcil. Through this feature, Plexconnect brings you excerpts from the webinar.

Questions & Answers

Should you only hedge imports? - No

This is a common misconception. There is definitely scope for exporters to benefit from the correct hedging tools. Exporters can earn premiums from selling contracts and can also protect themselves from a possible downward movement in the rate. Over hedging is often done by exporters which leads to probable losses, but correct management of hedging by exporters will certainly reap benefits for the exporter.

Is hedging cost of 4% per annum a waste for importers? - No

The rupee has been seen to depreciate to a minimum of 10-15% every year in relation to the dollar. We even saw an 18% depreciation of the rupee in just 6 months in 2018. These fluctuations are much more significant than the 4% hedging cost and hence it is essential that importers hedge. However, the hedging cost can be reduced with the cost reduction structures.

Can hedging be seen as a form of insurance? - Yes

As we insure our lives, health, cars, homes, and various other possessions, forex exposure should also be insured. We spend huge premiums on car insurance however often we only use the insurance once in 5-6 years. Forex, on the other hand, tends to show fluctuations almost every few months and hence it is equally important for businesses with forex exposure to think of hedging as a form of insurance to protect from potential losses. The way that we pay for car or home insurance but aren't eagerly waiting for any damage to occur to our cars or houses, hedging is a form of insurance that is worth its while when major fluctuations occur and shouldn't be considered a waste when fluctuations might not occur.

What is the approximate cost of hedging?

For importers, the cost of hedging is broadly 4-4.5% per annum. Exporters can actually make 4.00% - 4.50% from hedging as they are on the receiving end of a premium.

If there is significant appreciation or depreciation of the rupee, can banks claim force majeure? - No

Force Majeure doesn't exist in the currency and equity markets. Banks will be obliged to honor all contracts regardless of the change in currency.

What is the difference between options and forwards?

Forwards are an obligation to buy a currency at a specified strike price. In options however, you have the right to buy or sell currency but are at no obligation to do so. This means that through options you can protect yourself from any losses but also reap the benefits if the currency fluctuates in your favor.

What is the difference between actual loss and opportunity cost?

To state an example, if at the time of exports the current USD rate is INR 76.00 and the exporter hedges at INR 77.25; if the spot rate of USDINR is at 78, at the maturity, the opportunity loss is the difference between the price at which the exporter hedged and the current spot, which would be 78 - 77.25; that is 0.75 paisa. However, if the exporter did not hedge and in case at the maturity USDINR spot is at 77.00, the actual loss that he would have incurred is 1 rupee per dollar I.e. 76.00 – 77.00.

Do all banks offer the same rate and can my bank block me from hedging elsewhere? - No

Each bank offers a rate of its own and often is seen to charge premiums depending on the knowledge of the customer. Hence it is essential for importers and exporters to have access to a screen like Reuters which provides them with accurate rates which can be used to bargain with banks. Banks are not permitted to force you to only hedge with them.

If my forex consultant's view is incorrect will I make big losses? - Not necessarily

At Edelweiss or any other consultancy firm, there will be times when our predictions are wrong due to the volatility of the market. However, this does not necessarily mean the client will make losses if the right measures are taken. Usage of stop-loss strategies reduces the risk to clients even if our prediction is wrong.

What is the impact of the current slow-down in growth of currencies?

The growth slowdown in fact helps the currencies because Indian imports are on the higher side and if growth slows down then naturally imports slow down as well. The oil price crash is a boon to India and can lead to yearly savings of $40bn. The Indian economy is not dependent purely on one commodity like crude and thus isn't as affected as other currencies round the world. One of the larger reasons that has remained under-appreciated is that RBI has been buying dollars in the reserves and it currently stands at an all-time high.

Click on the link to watch the recorded session: https://bit.ly/3ctWk2Q

About Edelweiss Forex and Rates:

Edelweiss Forex and Rates has been instituted under Edelweiss Private Wealth Management, as part of our relentless endeavour to explore new horizons in the financial services landscape. Our commitment is to offer comprehensive treasury solutions to clients, driven by extensive research, with tailored risk management models. We endeavour to deliver to clients, targeted profitability, in line with overall business goals.

Some of the major areas of services by Edelweiss include: Wealth Management, SME Funding, Insurance Advisory, Agri related Services and Special Situations Advisory.

To know more, please reach out to Paulomi Shah +91 9920389315 or write to us at Fx.sales@edelweissfin.com with a subject line Plexconcil Member inquiry.

International News

High-tech Thermoplastics for Vehicles of the Future

Lanxess will have several emphases during its appearance at the VDI Congress Plastics in Automotive Engineering (PIAE), which is being held virtually due to the COVID-19 pandemic. “Among other things, we will present lightweight solutions based on our Tepex-branded continuous-fiber-reinforced thermoplastic composites for brake pedals as well as structural components of the vehicle body and high-voltage battery,” says Thomas Malek, Business Development manager for Tepex Automotive in the High Performance Materials (HPM) business unit at Lanxess. “We will also be concentrating on blow-moldable and injection-moldable polyamide compounds for tanks and hollow parts for the air management of turbocharged engines.”

A highlight of Lanxess’s presentation will be the tank of a BMW Motorrad road machine, which is made from Durethan BC550Z 900116 DUSXBL. The unreinforced and impact-resistant modified polyamide 6 is injection-molded into two half-shells, which are welded to the tank by means of hot plate welding. Thanks to this material, the engines can be manufactured cost-effectively in large quantities despite their complex geometries. The limit values for fuel emissions through the tank walls are undershot by a considerable margin.

The potential of Tepex-branded composite materials for use in lightweight applications will be demonstrated on several exhibits – for example, on an all-plastic brake pedal developed for a battery-electric sports car will also be showcased. The composite component is around 50% lighter than an equivalent steel construction. It meets all load requirements thanks to the tailor-made fiber layer construction of the Tepex insert and local reinforcement using additional tapes.

A further example of systematic lightweight design using Tepex is an A-pillar with a 3D hybrid design that Porsche has developed for vehicles such as convertibles and roadsters and is employing for the first time in the Porsche 911 convertible. The A-pillars with hybrid inserts are just as stable in the event of a crash as previous designs featuring high-strength steel tubes but they reduce the weight of the vehicle body by a total of around five kilograms.

Tepex also has enormous potential to be applied in structural components and housing parts for high-voltage batteries in electric vehicles. This is due to its inherently outstanding flame-retardant properties that it displays even without flame-retardant additives in various tests based on established norms and standards. Not only do the composite materials here present a lightweight alternative to aluminum, but they also enable cost-effective component solutions thanks to the cost-reducing integration of functions and simple processing without the need for rework in the hybrid molding method.

In addition to the powertrains of electric vehicles, there is also enormous potential for technical thermoplastics from Lanxess in the electric mobility charging infrastructure. The Durethan polyamides and Pocan polybutylene terephthalates are mainly used for components of charging plugs, sockets, and stations as well as wall-

boxes in garages and carports, for example. The materials are also used in components in inductive wireless charging systems for high-voltage batteries. “We have a broad range of compounds that feature a high level of dimensional stability and surface quality especially for charging plugs. They are also impact-resistant and therefore mechanically robust,” says Christopher Höfs, project manager in the HPM e-Powertrain team. “In addition, our plastics are characterized by outstanding flame-retardant properties and good electrical characteristics such as high creepage current resistance.”
Source: Plastics Today

Polystyrene Has Seat at Circular Economy Table, Report Shows

Ineos Styrolution released its final report on the results of research project ResolVe, which explored the recycling of polystyrene (PS). The project sought to prove the feasibility of turning post-consumer PS waste into valuable feedstock, thus creating a circular economy for the polymer. The project, which received funding from Germany’s Federal Ministry of Education and Research, also included a commercial and ecological evaluation of the recycling process. (For more background on this project, read this PlasticsToday article from September 2019.)

The final report concludes that depolymerization — an enhanced process that breaks up PS into its building blocks — is an appropriate recycling solution for the polymer in combination with distillation of the output for further polymerization. The process promises to produce recycled PS that meets food-contact standards, said Ineos.

The research was done in collaboration with IKV (Institut für Kunststoffverarbeitung), the Institute for Processing and Recycling, and Neue Materialien Byreuth GmbH. The most relevant process parameters were temperature, mass flow rate, residence time, and vacuum pressure, which were systematically permuted, and the best process conditions were identified. IKV Aachen transferred these basic process/property relations to a larger scale and successfully de-polymerized polystyrene into styrene oil. As part of the research, the feasibility of additional processes, including steam cracking of process residues, were assessed by Ineos and a project partner. An earlier progress report on ResolVe from Ineos disclosed the dependencies on contamination of post-consumer waste; however, the research has shown that a stable depolymerization process is possible with a broad range of feedstock material. Lightweight packaging and expanded polystyrene (EPS) waste have proven to be the most suitable feedstock for the depolymerization process.

A life cycle assessment revealed that production with previously depolymerized material requires less energy and produces less CO2 than conventionally produced polystyrene. Details were disclosed in an earlier progress report.

Norbert Niessner, Global R&D/Intellectual Property Director at Ineos Styrolution, concluded: “This project has made a dream come true. The results demonstrate that polystyrene and depolymerization fit perfectly into the concept of a circular economy.”

Source: Plastics Today

Chinaplas Gets Green Light for April 2021, but COVID-19 Concerns Remain

As the first country to succumb to COVID-19, a strictly enforced and stringent lockdown in Hebei Province and the epicenter of Wuhan saw China regain control of the situation and emerge into relative normality earlier than most other countries. The Chinese government has also moved swiftly to rein in more recent outbreaks in Heilongjiang Province, bordering Russia, and the capital of Beijing.

The return to a new normal is being reflected in recent data for the plastics industry. Official statistics indicating production of 27.55 million tonnes of plastic products in the first five months of 2020, down 4.2% versus the same period in 2010, with a 9.2% year-on-year rebound in May pointing to a strong recovery. Production of plastics processing machinery, meanwhile, recovered in April, rising 27.7% year-on-year, although production for the first four months was down by over 68%.

China’s recovery from COVID-19 has seen the return of exhibitions at a stage that would be unthinkable throughout most of the rest of the world. Chinaplas venue Shenzhen World Exhibition and Convention Center has already started hosting shows, with anywhere between two and six events per month scheduled for the rest of the year. So by early next year, there should be good indications as to whether exhibitions can be safely held in China.

Speaking at an online media event attended by more than 100 Chinese and overseas journalists, Stanley Chu, Chairman of Chinaplas organizer Adsale said China has a very good system in place for tracing, testing and quarantining, while social distancing is very much ingrained in the population. The wearing of masks in China is also compulsory and strictly adhered to. He is, overall, confident that Chinaplas can go ahead in April 2021. Adsale reports that 90% of companies that were planning to take part in Chinaplas 2020 have signed up for the rescheduled event, and they are expected over 3600 exhibitors.

It remains to be seen how willing overseas visitors are to travel to China given many countries are being ravaged by the pandemic and second waves could emerge in the Northern Hemisphere winter. Adsale does concede that foreign visitor numbers may be down from the 23% who attended the 2019 Chinaplas show in Guangzhou, but that is not necessarily a bad thing given the scale of the domestic China market.

This year has seem the cancellation of a number of major events on the plastics industry calendar due to COVID-19 concerns, including IPF initially schedule for October in Japan, and TaipeiPLAS that was due to be held in Taiwan in September. The Fakuma show in Germany is scheduled to go ahead in October this year, although high profile exhibitor the Wittmann Group announced its withdrawal from the event due to COVID-19 concerns.

Source: Plastics Today

World's First Bottled Water Launched with 100% Certified Ocean-Bound Plastic

The world's first premium 100% recycled PET (rPET) bottled water made with certified ocean-bound plastic, vapor-distilled, high-alkaline 9.5pH water ZenWTR, officially launched June 11 at Whole Foods Market stores nationwide in the US 16.9oz, 23.7oz, and 1-Liter sizes.

Founded by veteran beverage entrepreneur, Lance Collins, ZenWTR is on a mission to help reduce the amount of plastic polluting the world's marine environments. Using up to five ocean-rescued plastic bottles to produce every 1L bottle of ZenWTR, the company will rescue up to 70 million plastic water bottles from the ocean in 2020.

"We've created a water bottle that is made from 100% recycled plastic, rescued from reaching marine environments and 100% infinitely recyclable," says Collins. "Consumers are thirsty for change. At ZenWTR, our mission is to help restore our oceans, and we're doing that by reusing the vast amount of plastic that already exists, all while committing 1% of sales to charities and organizations working to clean up our oceans."

The launch follows more than three years of development spent securing a supply chain able to produce packaging made from certified ocean-rescued plastic that doesn't sacrifice premium quality. The wide mouth proprietary bottles are filled in Southern California.

Collins summarizes the process and key partners for PlasticsToday. "We spent this time securing a supply chain that is able to produce a 100% recyclable package including our shrink sleeve label and closure. The entire package can easily be recycled as a complete unit; after you've enjoyed our delicious water, simply toss the bottle into conventional recycling bins. Our partnership with CarbonLITE, the largest producer of food-grade post-consumer PET — rPET — in the world, allows us to recover and process bottles from coastal environments and turn them back into food-great rPET resin which we use to manufacture ZenWTR bottles. Our PET shrink sleeve label is 100% recyclable and recognized by the APR, the Association of Postconsumer Plastic Recyclers, to meet or exceed with critical recycling standards for PET film with washable inks. Lastly, our 100% recyclable HDPE closure, produced a leading global manufacturer of plastic food and beverage closures allows for easily recycling."

Collins also provides details regarding ocean plastic certification.

"The post-consumer recycled ocean-bound plastic bottles used by ZenWTR are certified by Ocean Cycle, an independent organization that confirms the source of our recycled plastic supply and the standards under which it was sourced," he tells PlasticsToday. "Because plastic collected from the ocean cannot be recycled anew into food-grade plastic, we focus on the most effective way to tackle marine plastic, which is to prevent it from reaching the ocean in the first place. By sourcing plastic bottles for recycling that are "Ocean-Bound" from coastlines and major waterways in close proximity to the ocean, we are preventing them from making it to the ocean where the likelihood of recovering them is very slim."

On-package information is a crucial element for consumer education. “We are so proud of this incredible and unique bottle that we’ve created and for the consumer education that goes along with that, which we gladly include on the back of our bottle,” Collins tells PlasticsToday. “We share that our bottles are made from 100% recycled, certified ocean-bound plastic and that up to 5 bottles are rescued from coastal environments to make just one of our 1L bottles. We also share that our bottles are 100% recyclable and that we are giving back 1% of ZenWTR sales to cleaning up marine environments.”

Source: Plastics Today

Talisman Plastics meet increased healthcare demand and environmental performance

Talisman Plastics has invested in an advanced injection moulding cell to support its product development programme for biodegradable and recycled plastic security seals, as well as increasing overall production capacity and flexibility.

The new generation Haitian Mars injection moulding machines provides improvements in production flexibility with class leading energy efficiency and repeatability, using servo hydraulic technology, designed to deliver shorter cycle times and very precise tolerances on security seal products.

A new three-axis Sepro robot and Keyence laser printer have been installed alongside the Haitian 160 ton injection moulding machine to create a work cell capable of 24-hour production of high quality, precision security seals in a variety of materials and with custom finishes.

“We have seen prolonged increase in demand for Talisman specialist security seals in sectors such as healthcare, retail, and logistics. This investment ensures we have the capacity needed to continue supporting the recent increase in NHS requirements, particularly for products such as our clinical waste seals,” said Shaun Champion, managing director at Talisman Plastics.”

“Flexibility in manufacturing and above-average savings in costs are in demand today more than ever. This investment delivers on these key criteria and provides us with the advanced injection moulding capability necessary to deliver new, high performance and cost-effective security seal products made from recycled or biodegradable plastics.” confirms Shaun.

Mr. Fi Nanhong, chief engineer of Haitian International, concluded: “The sophisticated design of the injection unit in combination with a powerful servo drive system benefits from independent algorithm modules. Thanks to their fast, accurate calculations and highly efficient mathematical models, the stability of the injection process is now much higher, whether for extremely fast or slow injection. The improvement is significant.”

Source: British Plastics

RWM releases new dates for event

Organisers of the UK’s leading recycling, resource and waste management event, RWM, have taken the decision to reschedule the event to 3 - 4 November 2020. The move follows close monitoring of government guidance regarding the COVID-19 pandemic along with feedback from stakeholders and customers, says RWM. Further stating the decision has not been taken lightly coming after a long period of time working with the NEC Birmingham, CIWM and other industry associations to ensure that an event environment can be developed which provides both a safe and productive platform for the industry to come together.

Due to the Having lost 3 months in the normal annual operating cycle, the added time created by rescheduling the event later in the year will help us to improve the planning, organisation and audience of RWM 2020.

RWM says it is committed to working with the industry to ensure our exhibitors and stakeholders are given a high level of customer service in this uncertain time. Concluding by moving the RWM dateline back by several months, this will allow more time to catch up after a few difficult months and put on the show that the market deserves.

Source: British Plastics

India Vendor Goes Big in PCR Rigid Plastics for Major Brands

Based in Bangalore, 30-plus-year-old Manjushree Technopack Limited (MTL) is India's largest rigid plastic packaging company. The supplier of rigid plastics caters to the packaging requirements of the fast-moving consumer goods (FMCG), pharma and liquor industries in working with some of the biggest brands in these segments. These include Coca Cola, PepsiCo, Cadbury, GlaxoSmithKline, Procter & Gamble, Nestle, Heinz, Unilever, Tata Tea, Marico, USL, Diageo, and more.

With a capacity of 1,50,000 million tons per annum, MTL is one of the top 500 mid-sized companies in India.

When the vendor makes a deeper move into sustainability, it has ramifications for packaged goods throughout the country of nearly 1.4 billion people and beyond.

On June 15 and backed by Advent International, the company launched a "Born Again" initiative to deliver recycled packaging material to its customers in order to create a greener world and become vertically integrated with the plastic waste collection ecosystem. It is MTL's first step towards building an ecosystem of circular consumption, the objective of which is to reduce the amount of plastic waste going to landfills and to deliver virgin-like quality post-consumer recycled (PCR) content resin — polypropylene and high-density polyethylene — to brand customers.

The company sees the move towards 100% recyclable packaging is an opportune time to enable brands with packaging solutions made from recycled plastics. Already, MTL has in-principle arrangement with several global and domestic FMCG brands for their PCR requirements. In the first phase, MTL will use PCR resins to produce non-food packaging (personal care, home care, lubricants, paints, etc.) and secondary packaging for food products.

MTL inaugurates first of several recycling plants.

The first of the company's state-of-the-art recycling plants was inaugurated June 15 in Bidadi Industrial Area, Bangalore. Mr. Radha Mohan Gupta, Regional Procurement Director (South Asia), Reckitt Benckiser, lit the ceremonial lamp virtually and Mr Ullas Kamath, Joint Managing Director, Jyothy Labs, cut the ribbon at the venue.

The plant has the capacity to process more than 6,000 metric tonnes (MT) of rigid plastic virgin-like quality PCR resin per annum. The company intends to set up multiple recycling plants across India over the next 2 years with a total capacity of close to 20,000 MT.

Sanjay Kapote, CEO, MTL commented "Sustainability is an integral part of our business goals. Today, brands are eagerly looking for reliable solution providers who can help them with post-consumer recyclable waste material of their products. We are very keen to support the circular economy and strongly see the potential to become one of the few players in the industry to offer brands end-to-end solution for recycling and EPR (Extended Producer Responsibility). MTL's recycling plant in Bangalore and our collaboration with SZW is our first

step towards bringing more structure to the highly unorganised collection of plastic waste."

The demand for Post-Consumer Recylables is projected to grow from USD 7.7 billion in 2019 to USD 10.2 billion by 2024. However, the biggest factor hindering production of PCR at scale in India is disorganized waste collection and segregation mechanism leading to scrap contamination. For the recycling plant in Bangalore, MTL has partnered with a leading social enterprise, Saahas Zero Waste (SZW), to collect the plastic waste generated across the city. SZW manages 38 tonnes of waste per day across Bangalore, Chennai, Hyderabad, Mumbai and Goa.

Minda Corporation's German subsidiary filed for insolvency in Germany

Auto component maker Minda Corporation Tuesday said its German subsidiary Minda KTSN Plastic Solutions GmbH & Co. KG (MKTSN) has filed for insolvency in Germany.

Minda Corporation's Board of Directors held a meeting Tuesday to review the request for further financial support to its German subsidiary Minda KTSN Plastic Solutions GmbH & Co. KG (MKTSN). After extensive deliberations and considerations on the current and future cash flow requirements of MKTSN clubbed with COVID 19 pandemic impact, the Board of Directors decided not to undertake further financial exposure in MKTSN and advised that the capital be allocated for growth and profitable business opportunities.

Thereafter, Minda KTSN Plastic Solutions GmbH & Co. KG (MKTSN) has today filed for insolvency in Germany. MKTSN, a manufacturer of kinematic and non-kinematic plastic components for the automotive industry, was acquired by Minda Corporation in 2007. It has since infused more than Euro 35 million in MKTSN. The company is headquartered in Germany and has production sites in Pirna (Germany) and through its subsidiaries in Poland, Czech Republic and Mexico.

Ashok Minda, Chairman and Group CEO of Minda Corporation said "We expect a positive outcome for all our stakeholders in the long run despite the insolvency filing. We are focusing on channelizing our precious capital towards tremendous business opportunities of profitable growth, with the view of enhancing EBITDA Margin and ROCE. This move, is expected to enhance Minda Corp's EBIDTA by 2% and ROCE by 5%."

He added, "Importantly, over the years, the Group in India has gained expertise in plastic technology to build kinematic and non-kinematic plastic parts and set up business in India for light weighting and value added interior kinematics parts which is expected to grow to around Rs 200 crore in 5 years with a double digit profitability."

R Laxman, Group CFO at Minda Corporation said MKTSN has been operating in challenging and competitive market in Europe. "We truly left no stone unturned to improve the fortunes of MKTSN over the years however the onset of Covid-19 has rendered all our and MKTSN's efforts in vain. The subsequent reallocating of resources is expected to add to shareholder value in the long run", informed Laxman.

Source: ET

Labour availability could prove a challenge in ramping up production: Sona Comstar Chairman Sunjay Kapur

Availability of labour on back of mass exodus of migrant labour from industrial belts may prove to be a challenge in ramping up operations, said Sona Comstar Chairman Sunjay Kapur. Sona Comstar - which started operations earlier this month - said it has workers available locally which has enabled the company to re-start manufacturing facilities in Haryana and Chennai (Tamil Nadu).

"Fortunately, we have a lot of people living locally and we started work with all of them. Then there is the migrant worker, who has probably gone back. Of course, we are tracking all our employees. But they are not available···Definitely, ramping up is going to be a challenge because it (availability of labour) is not just for us, it is the entire supply chain. This is an issue that needs to be addressed", said Kapur. The company hopes to streamline production in terms of getting personnel back at work over the next couple of months.

With domestic demand yet to kickstart, Sona Comstar is currently working to fulfil its export orders. Kapur informed, "In United States, farm equipment is an essential service and has remained open. We are catching up on those orders at this point in time. Domestic market has not kicked off yet because the supply chain is pretty complex." With the automotive industry losing out on a couple of months of production, Kapur, in fact, expects the domestic market to decline by as much as 20% in the ongoing financial year. The company though will go ahead with capex of Rs 180 crore it has planned for the current fiscal year.

Kapur said the industry has been urging the government to implement the much-awaited vehicle scrappage policy to generate demand. A reduction is GST rates to 18% from the current 28% on automobiles would also spur sales. Kapur added it is also imporant that the government view automotive as an essential service. "We really need to see automotive as an essential service. In the event, we have future lockdowns, this start-stop model is very difficult to operate under (especially due to the complexities in the supply chain)", he said.

On the positive side, Sona's plant in China though is running on full capacity where demand has bounced back post the lockdown. "Demand has definitely picked up in China. There are a lot of incentives for car buying. That's definitely helped. Our plant is running at full capacity. It's a good sign, which means that if the demand creation measures are right, people will go out and buy vehicles", Kapur said.

Source: ET

Government mulls lifting ban on PPE export

India is likely to open up next week the export of Personal Protective Equipment (PPE), five months after the ban on exports was put in place due to the Covid-19 pandemic. The textiles ministry, which has asked industry to prepare for international certifications to be able to begin exports, said it has a disposable surplus of 50 lakh PPEs which can be exported.

PPEs are specialized protective suits, which is critical for medical personnel dealing with Covid-19 cases. The textiles ministry has sent proposals in this regard to the ministries of commerce and industry, and finance.

"There are demands from many markets and we have a disposable surplus of around 50 lakh PPEs that can be exported every month," said an official in the know of the details. While medical coveralls are prohibited for export, non-medical coveralls can be exported which is used in industry, spas and saloons.

ET had reported earlier this month that the government has asked industry to prepare for global certification to be able to export PPE once India's demand for the product is fulfilled. India's peak PPE production was 5 lakh PPEs daily and has stabilised around 4 lakh per day. As per the Apparel Export Promotion Council, there is rising PPE demand from the EU, UK and the US.

Source: ET

Govt invites global vessel owners to register ships in India to take advantage of Make in India

The government on Saturday said it has invited global vessel owners to flag their ships in India to take advantage of the Make in India policy.

The government has recently revised its Make in India Policy for public procurement, under which no global tender enquiry will be issued, except with the approval of the competent authority, for the procurement of all services with estimated value of less than Rs 200 crore. "It is estimated that the Make in India policy will provide an opportunity to at least double the number of Indian flag vessels in the immediate term - from the present approximately 450 to at least 900 and more over a period of 3 years - leaving further scope for additional investment in the Indian flag tonnage," Ministry of Shipping said in a statement.

With a modern maritime administration, continuous supply of trained seafarers, ship management skills already available, ship owners worldwide are invited to now flag their ships in India to take advantage of the Make in India policy in respect of transportation of government cargoes.

Shipping Minister Mansukh Mandaviya has reviewed the readiness of Indian shipping for implementation of the government's Cargo Transportation Policy, the statement said.

Source: ET

Exide Ltd plans to turn Haldia into battery-making hub in South East Asia

Exide Industries Ltd on Tuesday set in motion efforts to turn its Haldia unit into one of the biggest battery-making centers in South-East Asia, churning out everything from recycled lead to finished products.

India's largest automotive battery maker embarked on this mission by laying the foundation stone for two greenfield projects in Haldia, which are likely to entail an investment of close to Rs 5.5 billion. "We are embarking on a two-pronged strategy to make West Bengal's port city of Haldia one of the largest and integrated self-sufficient battery-making centers in South-East Asia, where we manufacture everything from recycled lead to finished battery," Exide MD and CEO Gautam Chatterjee said here.

Haldia is already a major manufacturing hub for the company, accounting for one-third of its total battery production. Chatterjee said the contribution from the Haldia facility will rise to a little less than 40 per cent of the overall production, once the new plants - a recycling unit and a nickle-cadmium and lead acid factory - are commissioned.

Exide Industries envisages setting up of a 40,000 square metre shed, where it will carry out three activities - manufacture nickel-cadmium batteries, set up a mega charging station, and augment battery manufacturing capacity of Haldia by 1.2 lakh units per month, at a total cost of Rs 4 billion.

It is also putting up the country's "largest" battery recycling plant with a monthly capacity of 15,000 metric tonnes, in a technical tie-up with Italy's Energitech Technolgies. The two existing recycling units are in Pune and Bangalore, having a combined monthly capacity of 11,500 metric tonnes.

The company's lead recycling operations are carried out by its wholly-owned subsidiary Chloride Metals Ltd, which clocked a turnover of Rs 20.13 billion in 2017-18. Exide uses over 40 per cent recycled lead in its batteries.

The two projects will be funded by the company's internal reserves. For the 2018-19 fiscal, it plans a capital expenditure of Rs 11 billion, a bulk of which will be spent on the greenfield plants. Chatterjee said the nickle-cadmium batteries are targeted for use in bullet trains, the first of which is scheduled to come up between Ahmedabad and Mumbai by 2023. "We have a technical tie-up with Furukawa of Japan, which supplies batteries to Hitachi for bullet trains. So, I find no reason Furukawa will not source batteries from us," he said.

Earlier in the day, West Bengal's Minister for Transport and Environment and Chairman of Haldia Development Authority, Suvendu Adhikari laid the foundation of the two new plants, which would come up on an area of 20 acres each.

Source: Business Standard

Making Pouch Packaging Recyclable: An ExxonMobil Case Study

Packaging regulations and restrictions are a proven motivator for change worldwide. It's also mobilizing the plastics industry to accelerate research and development for sustainable packaging improvements and options.

In India, following the announcement of the Plastic Waste Management Rules (PWMR) by the Indian government that includes phasing out the manufacture of non-recyclable or non-energy recoverable or multilayer plastics (MLPs), ExxonMobil took up the challenge of replacing MLPs with recyclable full polyethylene (PE) laminated solutions. MLPs are any packaging structure with at least one layer of plastic as the main ingredient combined with one or more layer of other materials such as paper, paper board, polymeric materials, metalized layers, or aluminum foil.

ExxonMobil is substituting MLPs with full PE laminated solutions for nonbarrier-based packaging applications such as for wheat flour, detergent, and salt. The conventional laminate structure for such applications is generally PET/PE with PET as the top layer/substrate and PE as the sealing layer.

When changing from a PET/PE laminate to a full PE-laminated solution, customers generally face issues in the following areas:

- Significant drop in packing speed;
- Unsatisfactory optics;
- Change in sealing requirements;
- Significant changes in machinery, resulting in high costs.

The challenge was to develop a technical solution for full PE laminates which could run at the desired printing and packaging equipment line speeds, while delivering excellent optical properties. ExxonMobil developed multiple full PE laminated formulations that were specifically designed to address the above issues, teaming up with the Shrinath Group, a leading film converter in India

with excellent infrastructure and production capacity in blown film, printing, and lamination.

Using ExxonMobil's performance PE polymers — including ExceedTM XP 8784, ExceedTM 2012, EnableTM 4009, and ExceedTM 1327 — as well as ExxonMobil HDPE HTA 108, solutions for the PE substrate/top film and the PE sealant film were successfully produced at Shrinath on its Reifenhauser 3 layer blown film line. Substrates were then converted into laminates after printing on rotogravure (BOBST Rotomec) as well as Central Impression (BOBST F&K) flexographic printing machines. Lamination was carried out on Nord Meccanica Simplex machines.

For the form-fill-seal (FFS) packaging trial, ExxonMobil collaborated with Syntegon Technology India Private Limited (formerly known as Bosch Packaging Technology), a leading supplier of packaging machines. The trials took place at the plant in Goa, with participation by ExxonMobil and Shrinath. Trials were conducted on an SVZ 1803AR high-speed intermittent-motion vertical FFS machine with jaw draw-off technology and servo cross sealing system. The compact, versatile, and operator-friendly bag maker consistently produces accurate bags and quality seals with robust design suitable for abrasive and corrosive products.

Line speeds of a maximum 65 bags/min for 500g and 1kg packs could be easily achieved without any operational challenges. Subsequently, the packs passed drop and leak tests to confirm packaging integrity.

PE pouches can be recycled into new pouches

Uses up to 30% recycled PE pouch film

Maintains packaging integrity and optical properties

Full PE pouches recycled to create new pouches

Challenge:

Include recycled PE laminated stand-up pouches (SUPs) in new full PE SUPs

As part of its commitment to helping customers create sustainable solutions, ExxonMobil wanted to develop full polyethylene (PE) stand-up pouches (SUPs) that include recycled PE content from used PE pouches.

In creating a sustainable solution, the challenge was to ensure that the performance of the new SUPs that include recycled material was maintained. By doing so, materials can be kept in the value chain longer, helping to reduce waste.

- Create new full PE pouches from used full PE pouches
- Use up to 30% recycled PE pouch film
- Maintain packaging integrity and optical properties

Solution:

Incorporates up to 30% recycled full PE SUP content and maintains packaging integrity and optical properties

A collaboration between Hosokawa Alpine AG, EREMA Engineering Recycling Maschinen und Anlagen GmbH, Henkel AG & Co KGaA Company and ExxonMobil has developed a solution that uses recycled full PE laminated SUPs to manufacture new full PE laminated SUPs.

PE pouches can be recycled into new pouches Replacing conventional multi-material structures, full PE laminated SUPs can be easily recycled where programs and facilities to collect and recycle plastic films exist.

Placed in the PE sealant film layer, the recycled PE laminated SUP content is used in combination with Exceed™ XP, Exceed™ and Enable™ performance PE polymers to manufacture new SUPs, helping customers create sustainable solutions

HOSOKAWA ALPINE EREMA Henkel

Pouches contain up to 30% recycled PE pouch film

Once the SUP packages have been used and collected, **INTAREMA® TVEplus® technology from EREMA Engineering Recycling** combines filtration, homogenization and degassing in a single, effective

step. The result is high-quality recycled PE material that can be used in new laminated SUP packaging for non-food applications.

PE MDO film – optics/stiffness through high orientation processing

Fabricating full PE SUP films on **Hosokawa Alpine MDO film lines with TRIO technology** delivers enormous value. High orientation allows the film properties to be optimized to meet specific SUP requirements for optical (gloss and haze) and stiffness properties.

By stretching the films, which contain performance PE polymers (Table 1), on MDO lines with TRIO technology the mechanical and optical properties can be tailored to meet the needs of the application.

High oriented film performance can be achieved with orientation ratios of less than 5, compared to six, which is often needed to deliver good optics with other leading polymers. Achieving good optics at lower stretch rates can help reduce film breakage and enhance efficiencies. It can also help reduce energy use.

Exceed™ XP, Exceed™ and Enable™ performance PE polymers deliver PE MDO films with excellent performance by providing: (Figure 1).

- Optics – similar haze properties to BOPET/BOPA and sufficient gloss
- Stiffness properties - comparable to BOPET/BOPA
- Elongation resistance during printing - flexo and rotogravure

PE Sealant film

The PE MDO film was laminated to a PE sealant film (Figure 2). The PE sealant film can contain 100% virgin performance PE polymers (Cycle 1 – Table 2)

Solvent-free adhesive lamination

Loctite® Liofol solvent-free adhesives from Henkel's newly introduced RE product range are "designed for recycling." These adhesives contribute to the success of full PE SUP films by offering a set of features allowing homogenous laminates to be recycled mechanically with excellent results. This is achieved at efficient machine speed with optimal ink compatibility for high-quality printing, high initial tack and room temperature curing.

Results:

Maintains packaging integrity and optical properties New full PE laminated SUP packages that use up to 30% recycled PE in the full laminated film structure offer comparable package integrity and optical performance to conventional SUPs. The recycled PE is placed in the sealant layer.

These recycled pouches are well-suited for non-food applications, such as detergents, dishwasher tabs and so on. Using Exceed XP performance PE polymers, the properties are maintained even though up to 30%

recycled PE is used in the laminated structure (Figure3), helping customers deliver sustainable solutions.

Exceed XP, Exceed and Enable, and Exact™ plastomers in full PE laminated SUPs provide comparable performance to film structures containing BOPET/ BOPA/ BOPP (Figure 3) by delivering:

- **Toughness/stiffness balance** – damage resistant, ability to stand upright
- **Sealing performance** – packaging integrity, which can results in less waste
- **Optical properties** – glossy shelf appeal, brand visibility

Table 1: PE Machine direction orientation (MDO) film formulation

PE MDO film 25 µm 1/1/2/1/1 – MDO ratio 4.8	
Printed skin	Enable 4002 + Exceed XP 8656
Sub-skin	ExxonMobil HDPE
Core	Exceed XP 8656
Sub-skin	ExxonMobil HDPE
Outer skin	Enable 4002 + ExxonMobil HDPE

Figure 1: PE Machine direction orientation (MDO) film vs. other films; 12 µm BOPET, and 15 µm BOPA films

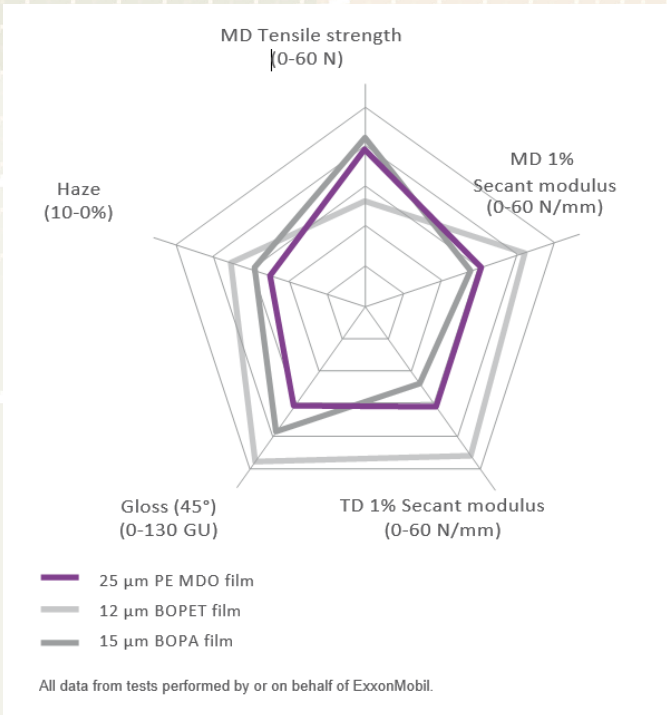


Figure 2: Machine direction orientation (MDO) blown process to replace BOPET/BOPET/BOPP film to highly oriented PE film with outstanding gloss, haze and stiffness properties

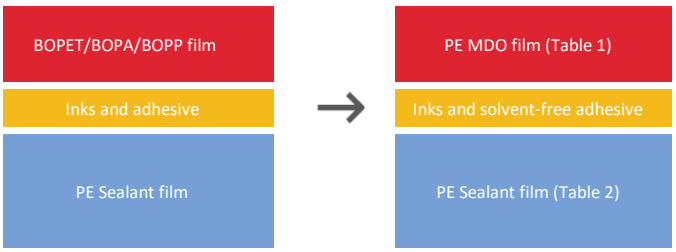
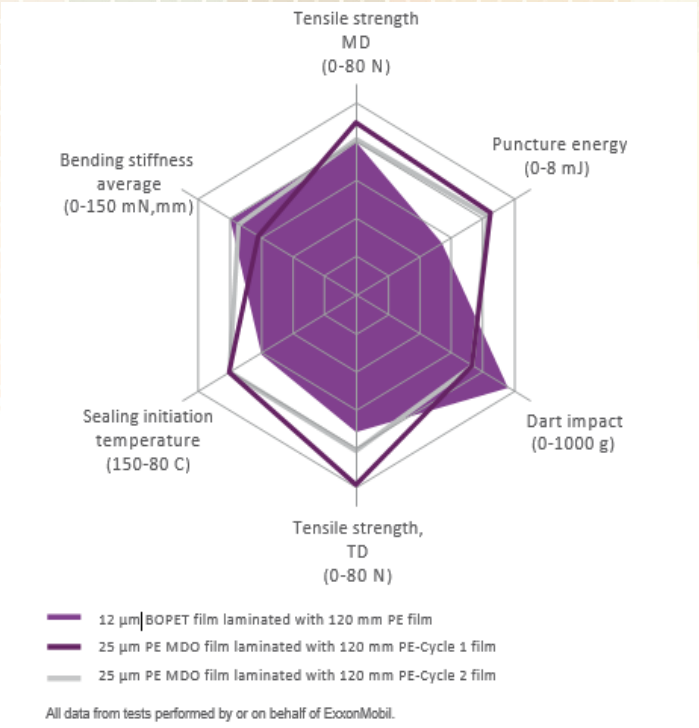


Table 2: PE Sealant film using performance PE polymers and recycled PE

	Cycle 1: 100% virgin PE 120 µm – 1/1/2/1/1	Cycle 2: Contains PE recycled content 120 µm-1/1/3/1/1
Co-extrusion Layer ratio	1/1/2/1/1 120 µm	1/1/3/1/1 120 µm
Sealant	Exceed 2012 or Exact plastomer	Exceed 2012 or Exact plastomer
Sub-skin	Enable 4009	Enable 4009 + white MB
Core	Exceed XP 8784 + ExxonMobil HDPE	80% PE recycled content + Exceed XP 8784
Sub-skin	Enable 4009	Enable 4009 + white MB
Lamination	Exceed XP 8784	Exceed XP 8784

Figure 3: Comparison of full PE laminated stand-up pouches, SUP with 100% virgin PE and SUP with 30% recycled PE, with conventionally laminated SUP (12 µm BOPET laminated with 120 µm PE)



PE Product portfolio – create sustainable laminated SUPs

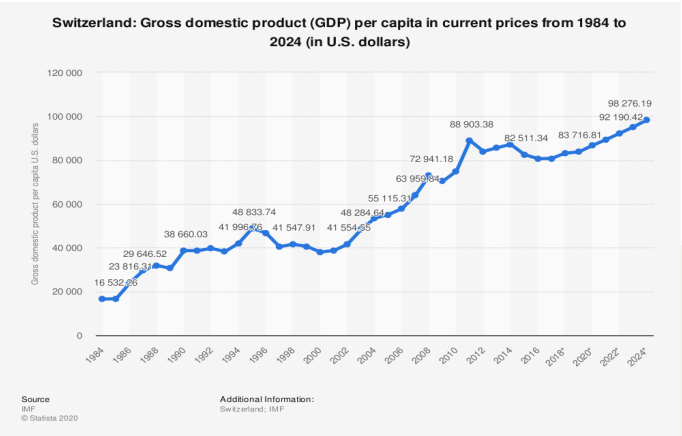
Grade name	Density (g/cm3)	Melt index (g/10 min)	MDO layer	Sealant layer
Exceed XP 8656 series	0.916	0.50	•	
Exceed XP 8784 series	0.914	0.80	•	•
Exceed 2012 series	0.912	2.00	•	
Enable 4009 MC	0.940	0.90	•	
Enable 4002 MC	0.940	0.20	•	
ExxonMobil HDPE HTA 108	0.961	0.70	•	•
ExxonMobil HDPE 7845.30	0.958	0.45	•	•

SWITZERLAND

Economic Overview

Switzerland is a landlocked country located in Central Europe with an area of 41,285 square kilometres and a population of 8.5 million. The country shares territorial borders with Austria, France, Germany, Italy, and Liechtenstein.

Switzerland is a developed and prosperous country with an average per capita gross domestic product of USD 80,986 – among the highest in the world. The country's economy benefits from a highly developed service sector, particularly banking, insurance and tourism, and a manufacturing industry that specializes in chemicals, high-technology machines and electronics including precision instruments and watches.



As of June 16, 2020, the S&P's rating for Switzerland is AAA (stable); Moody's rating stands at Aaa (stable); and Fitch has a reported rating of AAA (stable).

Economic indicators		2016	2017	2018
Nominal GDP	*USD Billion*	671.4	680.0	705.5
Nominal GDP per capita	*USD*	80,629	80,764	83,162
Real GDP growth	*%*	1.7	1.8	2.8
Total population	*Million*	8.3	8.4	8.5
Average inflation	*%*	-0.4	0.5	0.9
Total merchandise exports	*USD Billion*	302.9	299.5	310.7
Total merchandise imports	*USD Billion*	270.1	269.7	279.2

Source: IMF, TradeMap

Switzerland has trade agreements with Albania, Austria, Bahrain, Belgium, Bosnia and Herzegovina, Botswana, Bulgaria, Canada, Chile, China, Colombia, Costa Rica, Croatia, Cyprus, Czech Republic, Denmark, Ecuador, Egypt, Estonia, Eswatini, Faeroe Islands, Finland, France, Georgia, Germany, Greece, Guatemala, Hong Kong, Hungary, Iceland, Indonesia, Ireland, Israel, Italy, Jordan, Kuwait, Latvia, Lebanon, Lesotho, Liechtenstein, Lithuania, Luxembourg, Malta, Mexico, Montenegro, Morocco, Namibia, Netherlands, North Macedonia, Norway, Oman, Palestine, Panama, Peru, Philippines, Poland, Portugal, Qatar, Romania, Saudi Arabia, Serbia, Singapore, Slovak Republic, Slovenia, South Africa, South Korea, Spain, Sweden, Tunisia, Turkey, UAE, and Ukraine.

Negotiations on a broad-based Trade and Investment Agreement between the EFTA States (comprising of Iceland, Liechtenstein, Norway and Switzerland) and India have been ongoing since 2008.

Trade overview

India has deep relations with Switzerland dating back to the year 1948 when The Indo-Swiss Treaty of Friendship was signed between the two countries in New Delhi. Switzerland is the second largest trading partner for India in the entire Europe, after Germany. India and Switzerland engaged in bilateral trade worth USD 20.16 billion in 2019. During the year, India's exports to Switzerland were valued at USD 2.17 billion in comparison to India's imports worth USD 17.99 billion resulting in a trade deficit of USD 15.82 billion to India.

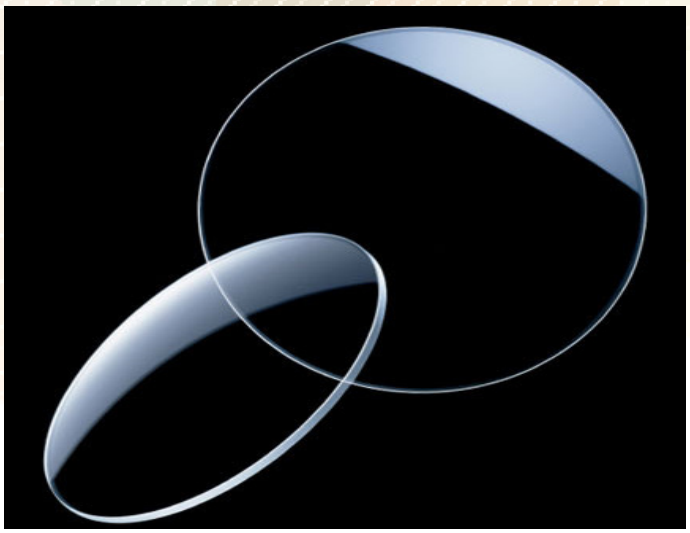
The major items of export from India to Switzerland were organic and inorganic chemicals, pearls, precious stones and jewellery, non-electrical machinery and parts, textiles and garments, pharmaceuticals, leather products and cotton. Likewise, major items of export from Switzerland to India were bullion, chemicals & pharmaceuticals, machinery, precision engineering products and watches.

Within plastics too, the trade is in favour of Switzerland with exports worth USD 74.9 million to India and a trade surplus of USD 68.3 million due to India's dependency on import of plastics raw material to make finished goods for domestic consumption s well as export.

India's plastics exports to Switzerland are below USD 10 million per year and primarily comprise of:

- Optical items (24.1%)
- Plastic raw materials (16.0%)
- Other moulded and extruded items (8.4%)
- Medical disposables (6.9%) and
- Woven sacks/FIBCs (6.5%)

Switzerland's annual plastics imports are valued between USD 10-12 billion. Its plastic imports are largely catered to, by Germany (33.8%), China (9.8%), Italy (8.6%), United States (8.6%), and France (6.4%).



Trade potential

Our internal research indicates that India's plastics exports to Switzerland have the potential to grow by USD 5.0 billion. Product categories, within plastics, that have immense export potential for export to Switzerland include:

Product Category	Switzerland's import from India	Switzerland 's import from world	India's export to world	Trade potential for India
	USD Million	USD Million	USD Million	USD Million
Plastic raw materials	1.2	2,094.6	3,805.0	1,216.8
Plastic sheets, films, plates etc	0.4	1,084.9	1,371.8	685.3
Medical disposables	2.6	1,716.4	653.3	650.6
Packaging items	0.3	717.7	787.6	457.6
Travel ware	1.5	224.6	396.2	218.5
Electrical items	0.2	442.6	171.7	171.4
Master batches	2.6	237.6	1,253.7	169.7
All types of optical items	1.6	634.5	442.9	159.3
House ware	0.0	204.4	211.2	157.1
Pipes, tubes, hoses etc	0.1	477.0	189.2	133.7

Source: TradeMap, Plexconcil Research

H.E. Shri. Sibi George
Ambassador
Embassy of India, Berne, Switzerland

Dear Friends,

I am happy to be able to interact with the members of the Plastics Export Promotion Council utilising the platform of Plex-Connect.

India and Switzerland have strong bilateral links which are underpinned by our shared values and principles. The Hon'ble President of India undertook a State Visit to Switzerland in September 2019. The highlights of the visit included the organisation of the India-Switzerland Business Roundtable and the unveiling of a bust of Mahatma Gandhi in the commune of Villeneuve, which was visited by Mahatma Gandhi in December 1931.

Switzerland is a name close to every Indian's heart not only because of chocolates but also because of its virtue of Swiss quality. India is well known in Switzerland not only because of the Indian cuisine but also because of Yoga and Ayurveda, the gifts of India to the world. India and Switzerland cherish the bilateral relationship and refer to it as A Longstanding Dynamic Partnership.

The Embassy of India in Berne has been undertaking a number of activities for further strengthening the commercial linkages between India and Switzerland. It has taken various shapes such as Workshops, Roundtables, Webinars etc. We were happy to have the participation of Chairman, Plastics Export Promotion Council as a special guest in the Webinar on Opportunities in the Indian Plastics Sector held on 3 June 2020.

The India-Switzerland relationship is full of possibilities and potentialities. The Embassy of India in Berne is there to assist you in making ventures into Switzerland. Please feel free to write to us whenever support is needed.

I wish everyone of you good health and success. Take care and stay safe.

Important Circulars and Notifications

Regarding Provisional Clearance of Goods under India's Trade Agreements vide Instruction No. 04/2020 – Customs dated 04 May, 2020

We would like to draw your kind attention to the Circular 18/2020-Customs, dated 11.04.2020, which provides an option to clear goods under preferential tariff claim, in terms of section 18 of the Customs Act, 1962, where a Certificate of Origin (CoO) is not available at the time of filing customs documents.

This measure has been taken, keeping in view the restrictions imposed globally, which may lead to a situation wherein an exporter is unable to communicate original CoO to the importer or submits a CoO which is not as per the prescribed format (digitally signed/unsigned).

Central Board of Indirect Taxes and Customs has also issued necessary guidelines vide Circular 38/2016-Customs, dated 22.08.2016, prescribing the manner and amount of security based upon class of importer and nature of import. The Circular covers FTAs/PTAs imports under three categories at S.no 5(a), 5(b) and 5(c).

In this regard, it is informed that where the original hard copy of CoO has not been submitted or only digitally signed copy or unsigned copy of CoO is submitted, the same may be treated at par with the category as listed at serial no. 5(c) of the Circular 38/2016-Customs, provided that the matter is not covered under 5(a), wherein there is reasonable belief that it involves mis-declaration of origin/value addition.

For Instruction No. 04/2020 – Customs dated 04 May, 2020, please click on below link
https://www.cbic.gov.in/resources//htdocs-cbec/customs/cs-instructions/cs-instructions-2020/cs-ins04.pdf

For Circular 18/2020-Customs, dated 11.04.2020, please click on below link
https://www.cbic.gov.in/resources/htdocs-cbec/customs/cs-circulars/cs-circulars-2020/Circular-No-18-2020.pdf

For Circular 38/2016-Customs, dated 22.08.2016, please click on below link
https://www.cbic.gov.in/resources//htdocs-cbec/customs/cs-circulars/cs-circulars-2016/circ38-2016cs.pdf

You may download the council's circular from below given link

https://plexconcil.org/public/custom/files/circulars/1588841558.pdf

Regarding CBIC further extends the period for acceptance of undertaking in lieu of Bond till 30th May 2020

This has reference to the Central Board of Indirect Taxes & Customs (CBIC) circular no. 17/2020 dated 03/04/2020 allowing Undertaking instead of Bond for Import/Export till 30/04/2020. Subsequently, this period was extended till 15/05/2020 vide vide Circular No. 21/2020 Dt. 21.04.2020.

The CBIC in view of the extended lockdown beyond 04.05.2020, has further extended this facility till 30/05/2020 vide Circular No. 23/2020-Customs Dated 11/05/2020. Consequently, the date for submission of proper bond in lieu of which the undertaking is being temporarily accepted is extended till 15.06.2020.

All other conditions of the earlier CBIC circular dated 03/04/2020 remain unchanged. This relaxation will be reviewed by the Board at the end of the lockdown period.

Members are requested to take note of this further relaxation. You may refer to the circulars for further details using below link-

Circular no 17/2020 dated 03/04/2020
(https://www.cbic.gov.in/resources//htdocs-cbec/customs/cs-circulars/cs-circulars-2020/Circular-No17-2020.pdf)

Circular No. 21/2020 Dt. 21.04.2020

(https://www.cbic.gov.in/resources//htdocs-cbec/customs/cs-circulars/cs-circulars-2020/Circular-No21-2020.pdf)

Circular No. 23/2020-Customs Dated 11/05/2020

(https://www.cbic.gov.in/resources//htdocs-cbec/customs/cs-circulars/cs-circulars-2020/Circular-No23-2020.pdf)

You may download the council's circular from below given link

https://plexconcil.org/public/custom/files/circulars/1589356263.pdf

Regarding Interest Equalisation Scheme on Pre and Post Shipment Rupee Export Credit Extension vide RBI/2019-20/231 DOR.Dir.BC.No.69/04.02.001/2019-20 May 13, 2020

We wish to inform you that RBI has extended the interest equalization Scheme on Pre and Post shipment Rupee Export Credit for a period of 1 year from i.e 1st April 2020 to 31st March 2021.

The operational instructions issued by the RBI under the captioned Scheme shall continue to remain in force upto March 31, 2021.

Member, may download the same from the below given link

https://rbidocs.rbi.org.in/rdocs/notification/PDFs/231IESB366F6A1C1074B599555190440E745DF.PDF

You may download the council's circular from below given link

https://plexconcil.org/public/custom/files/circulars/1589452752.pdf

Regarding Amendment in Export Policy of Masks vide Notification No. 06/2015-2020-DGFT dated 16th May 2020

We wish to inform you that Central Government has made following modification in the Notification

No. 44 dated 31.01.2020 read with Notification No. 52 dated 19.03.2020, to amend the export policy

of masks in Schedule 2 of the ITC HS Export Policy 2018:

S.No	ITC HS Code	Description	Present Policy
207 A	ex392690 ex621790 ex630790 ex901890 ex9020	All Masks except non-surgical/ non-medical masks of all types (cotton, silk, wool, knitted)	Prohibited

With this notification no.06/2015-2020, Notification No. 44 dated 31.01.2020 read with Notification No.

52 dated 19.03.2020, prohibiting the export of all types of masks, is amended to allow the export of

non-medical/non-surgical masks of all types (cotton, silk, wool, knitted).

All other types of masks falling under any ITCHS code, including the HS Codes mentioned above, would continue to remain prohibited for exports.

Important Circulars and Notifications

Please download the original notification from below link :

https://dgft.gov.in/sites/default/files/Notification%20English%20Final_0.pdf

You may download the council's circular from below given link :

https://plexconcil.org/public/custom/files/circulars/1590049474.pdf

Regarding Suspension of electronic Certificate of Origin (CoO) for Thailand and Vietnam under ASEAN-India FTA vide Trade Notice No. 12/2020-2021 dated: 22.05.2020

In view of the movement restrictions in place due to COVID-19 pandemic in India wherein, the designated agencies were enabled to issue digitally signed electronic Certificates of Origin. Further to this, various representations have been received by DGFT from exporters expressing difficulties in obtaining preferential access in Thailand and Vietnam based on the digitally signed electronic Certificates of Origin.

In view of above, the earlier procedure of issuing physical copy of Certificate of Origin (CoO) by the designated agencies for exports to Thailand to Vietnam under ASEAN-India FTA is being restored. The CoO applications under ASEAN-India FTA for exports to Thailand and Vietnam should now be submitted manually by the exporters to the offices of the designated issuing agencies i.e. EIA, MPEDA and Textile Committee.

The e-platform (coo.dgft.gov.in) will not accept CoO applications submitted for exports destined to Thailand and Vietnam. However, the e-platform shall continue to accept and process CoO applications for export to other countries under ASEAN-India FTA.

The Exporters may refer to Trade Notice No. 12/2020-21 Dated 22.05.2020 on the link below:

http://dgft.gov.in/sites/default/files/Trade%20Notice%2012%20CoO%20Thailand%20Viet%20Nam.pdf

You may download the council's circular from below given link :

https://plexconcil.org/public/custom/files/circulars/1590139044.pdf

Auto Industry in the Post COVID Era

There is no doubt that the Coronavirus pandemic, and consequently the unprecedented closure of manufacturing plants across the world, has had a far-reaching impact on the global automotive economy. Globally, automotive sector had already witnessed downturn during 2019, and the COVID-19 made it more difficult for industry to recover. It is estimated that the global automobile sales will decline about 23% in 2020. Initially the disruption in supply and manufacturing hampered the industry significantly and now with the multifold decline in demand has led to the uncertainty regarding the recovery. However, as lockdown restrictions begin to be tentatively eased throughout May and June, assembly plants and supply chain manufacturers are starting to reopen and rebuild their operations across the globe. This feature reflects on the impact of the pandemic, the challenges the sector faces in getting its workforce back to work safely in COVID-proofed facilities, the measures it needs to consider to secure resilient and robust supply chains, and the sustainable frameworks and practices it needs to adopt to ensure resilience as it moves forward through the recovery phase and beyond.

The current automotive landscape

Furlough, closure, consolidation and downward forecasts are sadly all common words and phrases used in conjunction with today's global automotive sector. In the wake of the Coronavirus, production has slowed or stalled completely, and OEMs have had to rethink and reschedule new vehicle introductions as new vehicle demand almost halts.

It's expected that global light vehicle production will fall more than 20 percent to around 71 million units in 20201. This prediction is of course dependent on how quickly global economies can recover and whether there are further outbreaks of the virus, resulting in full lockdown measures being reintroduced down the line. Either way, the pandemic has hit the sector hard and the recovery could take years.

Rebooting automotive manufacturing safely

The automotive sector and broader global manufacturing sector face the same challenges. In the very early stages of recovery they will be focussing on how to make facilities COVID-proof and how to safely return its workforce back into the manufacturing environment.

Many manufacturers, including Ford have developed comprehensive manuals which detail new guidelines and practices relating to the cleaning and disinfecting of workstations and common areas, measures for increasing handwashing, the placement of hand sanitizers, temperature scanning on arrival, social distancing, the use of Personal Protective Equipment (PPE) including masks and face shields, and ramped up cleaning schedules. It also considers employee wellbeing, shin-

ing a light on the critical importance of demonstrating to employees that they are taking all the necessary precautions to reassure staff that measures are in place to keep them as safe as possible, and being on hand with advice on how to effectively manage stress and anxiety during these challenging times.

In France, in early May, a COVID-19 linked court order suspended production of a Renault plant, stating that not enough had been done to protect workers against the virus.

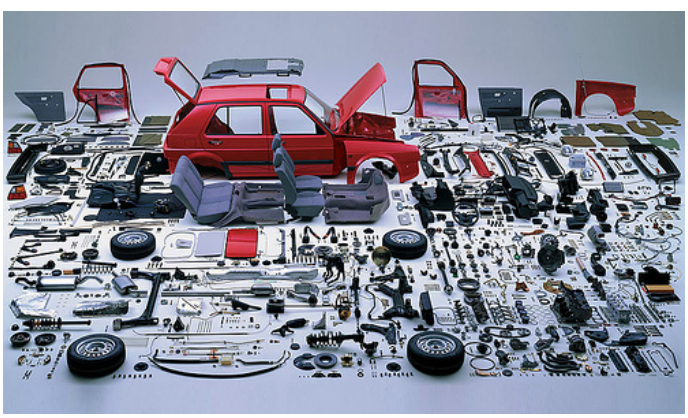
Navigating new supply chain models

It was reported in early May that component shortages led to Tesla suspending output at its China plant. Could this be a sign of things to come? Perhaps.

At the final stage of the supply chain however, Tesla's Model 35 was the UK's best-seller because it offered customers an online ordering system to enable contactless delivery, thereby enabling it to continue to do business in the most difficult of conditions. It's likely we'll see more evolution and innovation like this across the sector going forward. Adaptability is the name of the game.

Returning to the subject of supply chain disruption, we may see further parts shortages but also opportunities to rethink supply chain models, putting the sourcing of raw and assembled materials under the spotlight. This includes reassessing geographical diversity of supply chains to spread the risk away from a single region, reducing reliance on a single supplier, setting up early warning inventory systems to help anticipate and mitigate material shortages, and perhaps rethinking 'just in time' lean methodologies.

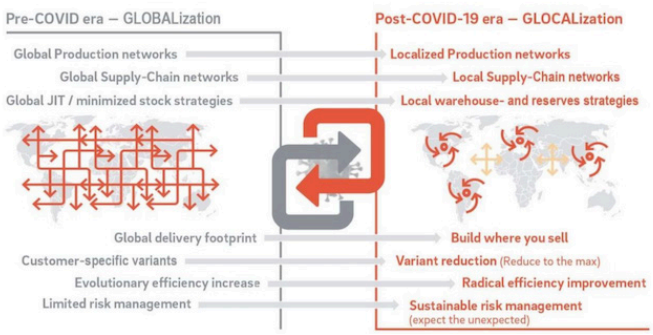
Change in Supply Chain Management



When Hyundai and Kia shut down assembly lines in Ulsan, Korea, back in February, it wasn't due to some homegrown COVID-19 issue — rather, a key supplier in China, Leoni Wiring Systems, had shut up shop at the behest of the Chinese government to stem the spread of the virus, and shipments ceased overnight. Tier 2 and 3 component suppliers proved to be the bottlenecks. Even if Tier 1 suppliers were in a position to start assembling modules, they had no plastic components.

Indeed, the COVID-19 pandemic is forcing a rethink of how automakers source components globally. VW's operations in the US and Europe were similarly disrupted due to COVID-19-related supplier shutdowns. Michal Tuora, Automotive & eMobility Consultant and founder of MT Consulting believes Europe and North America will look more for part localization moving forward, as will Asia. "I think Europe and within Asia, Vietnam, could be the key winners here," he adds.

Change in supply chain by post-Covid19



Toshiharu Sato, General Director of Sumida Electronic Vietnam Co., also believes the auto industry will prioritize developing local supply chains after the lessons learnt from the COVID-19 crisis. He sees localized production networks emerging in North America, South America, Europe, and Southeast Asia; a shift away from just-in-time (JIT) part delivery to a logistics system where local warehouses are employed to carry part buffers; and, more significantly, the auto industry reducing the number of model variants it offers, and hence the number of component variants. "Pre-COVID there was limited risk management in place and parts were procured globally. In the post-COVID-19 glocalization era, we are going to need sustainable risk management, where we expect the unexpected."

"What we are seeing is the effect of a decade or more of globalization, where longer and more complex supply chains have spread across the world, lured by the pull of cheap labor and low-cost production, chiefly in China and Southeast Asia," says Sato. "When supply chains are based chiefly on price, lower cost economies will always win out, and yet as the coronavirus has shown, in all too many cases, when push comes to shove, being dependent on others does not guarantee supply — not even of toilet paper."

Sato emphasizes that in the post-COVID-19 world, companies and countries will have to think again about the cost-benefit analysis of their supply chains. Industries will need to identify any risk of failure in the supply chain, whereby closing the border, or a natural disaster/ pandemic, could impact on the higher tiers of the supply chain.

Recently, Japan earmarked around $2 billion for companies to shift production back to Japan, and even offered financial support for companies to relocate to other countries, all aimed at reducing Japan's reliance on the Chinese manufacturing and supply base. Looking at what happened over the COVID-19 crisis, companies might think it makes business sense to contract their supply chains and move production closer to home even without such incentives.

MT Consulting's Tuora also sees various changes coming to the auto industry, both in terms of the shop floor and supplier-OEM relations. "Firstly, social distancing requirements will result in lower outputs unless firms who were operating on single shifts switch to 24-hour production," he says. "Secondly, suppliers will need to use more robots and automation." Tuora sees a recovery in production "to some extent" in the next one to two years, with a return to 2019 production levels only in the next two to three years.

In this transitional period, Tuora says OEMs will need to support their tiers and assist with procurement of raw materials if they are experiencing cash flow issues. "They will also need to procure more parts locally, even if they are more expensive. At the end of the day, it costs more to an automaker if it has to shut down its assembly lines."

Source: Plastics Today/ BIS

Automotive Plastics Industry Outlook at a Glance

- Automotive Plastics Market for Passenger Cars to grow from USD 28.2 billion in 2018 to USD 47.3 billion by 2023, at CAGR of 10.9%.
- Increasing demand for lightweight materials for automotive components owing to stringent environmental and emission regulations is expected to drive the market.
- The demand for automotive plastics for interior components is expected to increase mainly due to a higher emphasis on lightweight and fuel-efficient vehicles.
- The polyamide segment of the automotive plastics market for passenger cars is projected to grow at the highest during the forecast period, in terms of value.
- Polyamides are increasingly being used in combination with other thermoplastics, such as polyphenylene ether (PPE), to enhance the performance of automotive plastics, resulting in their increasing demand.
- The Asia Pacific region is expected to lead the automotive plastics market for passenger cars during the forecast period, owing to the increasing demand from emerging economies, such as China, India, and Thailand.
- The presence of major automotive manufacturing companies and OEMs is expected to further contribute to the growth of the automotive plastics market for passenger cars in the region.
- Material cost is a major concern for high volume production of automotive plastics because these materials require new manufacturing technologies and involve process re-engineering, which incurs a huge capital cost.

Interview with Tamil Nadu Plastics Manufacturers Association, Chennai

Mr. S. Rakkappan
President
Tamil Nadu Plastics Manufacturers Association, Chennai

Tell us about your association. What are its primary objectives?

The Tamil Nadu Plastic Manufacturers association (TAPMA) was established in the year 1985, since then TAPMA's primary aim is to bring all the plastic industries under the one umbrella and to share/ disseminate information to the betterment of the plastics industries. TAPMA organizes seminars, lecture meeting, participating in National exhibitions, training programs, liaison between the Government and the industries, sponsoring buyer – seller meet, delegations to keep members abreast with the current status in the industries. TAPMA organized a number of awareness programs amongst the school children and the public to promote segregation of garbage to facilitate recycling of plastics.

TAPMA's Vision is (i) to promote and provide modern upgraded technology and

TAPMA's objective is to promote and provide modern upgraded technology and professional management skill sets to the plastic industry and provide the much needed technical & industry representation to the technical bodies and the Government agencies to promote, monitor and establish a multi plastic products clusters at various important Districts and Taluk Head Quarters exclusively for MSME with the support of Govt. Of TN.

The Association also encourages its Members in the plastic industries:

- To adopt standards and various quality control parameters thereby competing with Global standards.
- To have efficient and environment friendly process methods for recycling of all plastics at exclusive industrial areas.

TAPMA represents the interests of various plastic product processing units and also allied service units with the trading community.

In February 2005, TAPMA organized the first of its kind in South India, a premier National level plastics exposition at Chennai Trade Centre (Branded IPLEX) with the support of all three Southern State Associations along with CIPET (A premier Tech. Institute under Ministry of Fertilizers and Chemicals, GOI).

TAPMA played a pro-active role with Tamil Nadu Pollution Control Board, in making the plastics processing industries more compliant with Board's norms and thereby ensuring that Plastic Industries are more environment friendly.

From which manufacturing/ export clusters or regions do your members chiefly belong to?

In Tamil Nadu, Chennai & Thiruvallur District are considered as the cluster for Plastics. Other prominent districts are Chengalpet, Kanchipurm districts and also major places like Madurai, Salem, Coimbatore. Our members are chiefly located in these districts.

What are the main categories of products that are typically exported from your region? And to where?

TAPMA with the support of Govt. Of TN & MSME-Chennai has successfully instituted and is running a cluster exclusively for FIBC/Woven Sacks with more than 200 MSME manufacturers that are primarily exported to US, Europe, Japan, Korea and Middle East.

TAPMA is also planning to establish a Recycling Cluster in Thiruvallur Dist, which is in the final stages of implementation in the ground level and also the Association along Plexconcil is actively engaged with TN Govt. in setting up of Tamil Nadu Polymer Park for the benefit of the Industry which is in the early stages of implementation.

Chief exports from the region include:

- Woven & FIBC Sacks
- Injection & Blow Moulding, Extrusion products
- Toys & Stationary
- Houseware
- Electrical Items.,
- Machineries.
- Packaging products
- Sheets & Films

Majorly exports from the region are to Korea, USA, Europe, Middle East, Japan & other Asian and African countries

What are the global opportunities for your exporters/ manufacturers?

FIBC & woven Sacks have huge opportunities in developed countries and for the other product exports, we are concentrating on smaller countries like Sri Lanka, African nations, other Asian countries like Myanmar etc.,

What are the challenges faced by exporters from your region?

Getting subsidies like Duty drawback etc., & other benefits from DGFT & Customs

What are the kinds of measures that you believe are needed to ease or improve export growth from your region? How can Plexconcil support your association in achieving your export goals and help your member-exporters?

Identification of export markets for products & buyers through our Missions abroad is critical to the process of expanding our global footprint. This is one of the key areas that needs to be focused on if we are to help our exports extend their worldwide outreach.

Interview with Indian Plastics Federation, Kolkata

Ramesh Rateria, President, Indian Plastics Federation, Kolkata

Tell us about your association. What are its primary objectives?

Indian Plastics Federation (IPF) established in 1958 is an association of manufacturers, organisations and institutions connected with plastics, with common objectives to promote the development of the plastics industry and to assist the growth of plastics and related materials. The Federation is dedicated towards national progress through plastics.

The key focus of the Federation is to facilitate export led growth of the industry and help boost the export business volumes and revenues. The Federation also focuses on helping the industries of Eastern India to become the preferred sourcing base of plastic products around the world.

The Federation is dedicated to actively uphold the interest of the plastics industry and trade in India and make all efforts for the growth and development of this sector. IPF is also the founder member of Plastindia Foundation, the apex body of plastics industry in India.

As part of this exercise, the Federation creates opportunities to showcase Indian capabilities in processing and converting, at various industry trade shows across the world.

The members include petrochemical giants like Reliance Industries Ltd., Haldia Petrochemicals Ltd., and Indian Oil Corporation Ltd. etc. large, medium, small and tiny sector processors, dealers, distributors, agents and machine manufacturers involved in the plastic value chain.

OBJECTIVES:

Among the multi-faceted functions of the Federation, the following salient ones may be noted:

1. To interact between the industry and various authorities in the areas of import, export and duties thereon, direct & indirect taxes availability of raw materials, import and export policy, framing of industrial policy and representations in this regard.
2. To monitor the availability and prices of raw materials produced indigenously and to send delegations and representations for policies for the better performance and competitiveness of the industry.
3. To aid entrepreneurs to set up and expand industry.
4. To collect, preserve and analyse vital statistics and data relating to plastics trade, commerce and industry including national and international trends of the plastics industry.
5. To disseminate information on advancement of plastic technology and innovations obtaining in India and abroad.
6. To publish a monthly journal containing commercial and technical informations on the latest developments in raw materials & technology in the plastic industry, policy matters, news & events.
7. IPF organises seminars, workshops etc. on various subjects for the members for all round development of the industry.
8. IPF organises INDPLAS – the 3rd largest international exhibition on plastic industry in India, which is held after every three years at Kolkata.
9. The federation organises members' delegations to

various international and domestic plastics exhibition.

10. Various cultural activities are organised by the Federation to promote fellowship among its members.
11. The Federation is affiliated to the following organisations:-

- Plastindia Foundation, Mumbai as Founder Member
- Plastics Export Promotion Council, Mumbai / Kolkata
- Bharat Chamber of Commerce
- Bengal National Chamber of Commerce and Industry
- Confederation of Indian Industry (CII).

12. The Federation is represented at several government bodies as a representative of the plastics industry such as:

- Governing Council Member of Central Tool Room & Training Centre, Gov. of India, Kolkata
- Governing Council Member of Central Institute of Plastics Engineering & Technology, Guindy, Chennai
- Sub-Group constituted by the Department of Chemicals & Petrochemicals, Ministry of Chemicals, Govt. of India, Shastri Bhavan, New Delhi to study various facets of Plastic Processing Industry.
- Member of Tariff Commission constituted by the Ministry of Commerce & Industry, Government of India.
- Member of Rubber & Petrochemical Skill Development Council.

13. To provide services and advices of the experts to the members relating to customs, GST, labour laws, Companies Act, Factories Act, Subsidies, Pollution, other government orders & notifications and other statutory problems for the smooth functioning of the business.
14. To communicate with the Chambers of Commerce and other commercial, industrial and public bodies throughout India for protection of plastics trade and industry.
15. The Federation maintains a well-equipped library containing books and periodicals on technical subjects for use of its members.

From which manufacturing / export clusters or regions do your members chiefly belong to?

The membership base of the IPF mainly consists of the industries located in Eastern India, involved in processing of Raw Materials through injection moulding, blow moulding, extrusion, printing & packaging, recycling, master batches & fillers catering to domestic & export markets.

What are the main categories of products that are typically exported from your region? And to where?

Export products:

- Plastic Raw Materials
- Flexible Intermediate Bulk Containers & Woven Sacks
- Flexible Packaging Materials
- Writing Instruments
- Housewares items
- Medical disposables

Key Markets

- USA
- Europe
- Bangladesh
- Myanmar
- Nepal
- Bhutan
- UAE

What are the global opportunities for your exporters/ manufacturers?

Huge export opportunities exist for the plastic manufacturers of Eastern India. Multiple integrated industrial parks, promoted by WBIDC has been set up for petrochemical down-stream industries. Some of the advantages for tapping the global opportunities include:-

- Home to Haldia Petrochemicals and other petroleum-based industries
- Availability of cheap & skilled human resources.
- Easy availability of industrial water.
- Good forward and backward linkages.
- Connectivity with the International Airport, Haldia sea port & Kolkata sea port.
- Sound Infrastructure include power supply, water supply and proper drainage system,
- unstinting support of the state government.

West Bengal accounts for almost four per cent of India's production of petroleum products and 13 per cent of polymer production.

What are the challenges faced by exporters from your region?

Some of the typical challenges faced by exporters from the region include:

- A majority of the loaded export containers travel to Singapore and Malaysian ports from Kolkata port hence it takes longer transit time and cost. Whereas when exporting from other ports, such as Chennai, Tuticorin, Visakhapatnam or Nhava Sheva, Mumbai, the shipping cost is low and such a difference always has a chain effect on the profitability of the business. However, businesses that operate in and around Kolkata have no option and they have to rely on Kolkata port for shipping goods.
-
- Being a riverine port, the low draft restricts bigger vessels and hence feeder vessels are employed to bring cargo which results in increased costs.
- Shortage of Vessel and congestion is also another problem at the Kolkata port.
- Infrastructural Bottlenecks specially at the Land customs stations
- Cost of freight, port charges are very high
- Inadequate port facilities
- Uncertainty in the movement of cargo

What are the kinds of measures that you believe are needed to ease or improve export growth from your region?

- Reduction in transaction cost in order to become competitive in the international market
- Removal of infrastructure bottlenecks specially all the Land Custom Stations, ICDs, Ports
- Development of sea port facilities
- Port charges and cargo handling charges must be at par with other regions

How can Plexconcil support your association in achieving your export goals and help your member-exporters?

- Export awareness through seminars and roadshows to highlight the various schemes and opportunities that are provided as incentives to exporters need to be conducted.
- Single window support for those who wish to enter exports.
- Need to jointly organise more Export Promotion Activities E.g. Reverse Buyer Seller Meets, Trade Fair like Cap India for the members of the region.

Established since 1955, the Plastics Export Promotion Council, PLEXCONCIL, is sponsored by the Ministry of Commerce and Industry, Department of Commerce, Government of India. PLEXCONCIL is a non-profit organization representing exporters from the Indian plastics industry and is engaged in promoting the industry exports.

The Council is focused on achieving excellence in exports by undertaking various activities and initiatives to promote the industry. The Council undertakes activities such as participation at international trade fairs, sponsoring delegations to target markets, inviting foreign business delegations to India, organising buyer-seller meets both in India and the overseas etc.,

The Council also routinely undertakes research and surveys, organizes the Annual Awards to recognize top performing exporters, monitors the development of new technology and shares the same with members, facilitates joint ventures and collaboration with foreign companies and trade associations as well as represents the issues and concerns to the relevant Government bodies.

The Council represents a wide variety of plastics products including – Plastics Raw Materials, Packaging Materials, Films, Consumer Goods, Writing Instruments, Travel ware, Plastic Sheets, Leather Cloth, Vinyl Floor Coverings, Pipes and Fittings, Water Storage Tanks, Custom made plastic Items from a range of plastic materials including Engineered Plastics, Electrical Accessories, FRP/GRP Products, Sanitary Fittings, Tarpaulins, Laminates, Fishing Lines/Fishnets, Cordage/ Ropes/Twines, Laboratory Ware; Eye Ware, Surgical/ Medical Disposables.

Membership Benefits

- Discounted fees at International Trade Fairs and Exhibitions
- Financial benefits to exporters, as available through Government of India
- Disseminating trade enquiries/trade leads
- Instituting Export Awards in recognition of outstanding export performance
- Assistance on export financing with various institutions and banks
- Networking opportunities within the plastics industry
- Listing in PLEXCONCIL member's directory

New Members

THE PLASTICS EXPORT PROMOTION COUNCIL ADDED THE FOLLOWING COMPANIES/FIRMS AS NEW MEMBERS DURING MAY 2020 WE WOULD LIKE TO WELCOME THEM ABOARD!

S. NO.	COMPANY NAME	COMMUNICATION ADDRESS	DIRECTOR	EMAIL
1	SBP FOOD & HYGIENE PRIVATE LIMITED	48 KMP DELHI ROHTAK ROAD GARHI SAMPLA 124501 HARYANA	AMIT BANGA	S.GOSWAMI@SBPACK.NET
2	SARK POLYTEX FAB	1,GHEEWALA COMPLEX, BAZAR ROAD, BAREJA, TALUKA- DASCROI, AHMEDABAD 382425 GUJARAT	ATIT S PATEL	INFO.SARK-POLYTEXFAB@GMAIL.COM
3	NISHANT MOULDINGS PVT LTD	NO.2 ERALINGANNA INDUSTRIAL ESTATE SRIGANDAKAVAL, SUNKADAKATT, BANGLORE 560091 KARNATAKA	NISHANT BAFNA	ACCOUNTS@FORTUNAPET.COM
4	AMAANI POLYFLAKES	SURVEY NO.272 AT JODHPAR NADI, MORBI 363642 GUJARAT	DINESHBHAI H GUDHADA	AMAANIPOLY-FLAKES@GMAIL.COM
5	AG ENGINEERS	E-69/1, B.S.R.INDUSTRIAL AREA,GHAZIABAD 201009 UTTAR-PRADESH	PRADHUMAN KUMAR GUPTA	ACCOUNTS@AGENGINEERS.NET
6	SIVA TRADE & PACK (RAIPUR)	OPPOSITE SAI KIRANA BHANDAR, SHIVANAND SECTOR-1, KHAMTARAI RAIPUR 492008 CHHATTISGARH	RADHESHYAM GUPTA	SIVATRADE-ANDPACK1@GMAIL.COM
7	FLEXI FUSION SYSTEM PRIVATE LIMITED	H. NO. 242, SHRI NAGAR MAIN, TILAK NAGAR, NEAR AMRIT APARTMENT INDORE 452001 MADHYA PRADESH	KRISHNA KUMAR RUTHIA	ANAGAR-JAN.1985@GMAIL.COM

INNOVA SUPPLY & SERVICES GMBH	
Address	Germaniastrasse 14a, 34119, Kassel, Germany
Email	info@innova-supply.com
Phone No.	(+49) 56147596390
Product Enquiry	Tableware & Kitchenware
Others	Trade lead received from Embassy of India in Berlin, Germany.

Keck & Lang GmbH	
Address	Nordring 1, 89558, Böhmenkirch, Germany
Email	info@kela.de
Phone No.	(+49) 7332820
Product Enquiry	Tableware & Kitchenware
Others	Trade lead received from Embassy of India in Berlin, Germany.

Kreyenhop & Kluge GmbH & Co. KG	
Address	Industriestraße 40-42, 28876 , Oyten, Germany
Email	info@kreyenhop.de
Phone No.	(+49) 42076040
Product Enquiry	Tableware & Kitchenware
Others	Trade lead received from Embassy of India in Berlin, Germany.

KVT-Fastening GmbH	
Address	Max-Eyth-Straße 14, 89186, Illerrieden, Germany
Email	info-de@kvt-fastening.com
Phone No.	(+49) 73067820
Product Enquiry	Tableware & Kitchenware
Others	Trade lead received from Embassy of India in Berlin, Germany.

LEHOFF Im- und Export GmbH	
Address	Hans-Böckler-Ring 15, 22851, Norderstedt, Germany
Email	zeitungstaschen@lehoff.de
Phone No.	(+49) 4052960724
Product Enquiry	Tableware & Kitchenware
Others	Trade lead received from Embassy of India in Berlin, Germany.

Regros Reckord + Grosser GmbH	
Address	Von-Liebig-Straße 42, 33428, Marienfeld, Germany
Email	info@regros.de
Phone No.	(+49) 52477010
Product Enquiry	Tableware & Kitchenware
Others	Trade lead received from Embassy of India in Berlin, Germany.

Business Inquiries

Rudolf Ostermann GmbH	
Address	Schlavenhorst 85, 46395, Bocholt, Germany
Email	verkauf.de@ostermann.eu
Phone No.	(+49) 287125500
Product Enquiry	Tableware & Kitchenware
Others	Trade lead received from Embassy of India in Berlin, Germany.

Schwab & Gick Gmbh	
Address	Rudolf-Diesel-Straße 2, 96215, Lichtenfels, Germany
Email	info@schwabgickgmbh.com
Phone No.	(+49) 1521234079
Product Enquiry	Tableware & Kitchenware
Others	Trade lead received from Embassy of India in Berlin, Germany.

A - Z Systeme GmbH	
Address	Wanfrieder Straße 169 / 170, 99974, Mühlhausen, Germany
Email	info@az-systeme.de
Phone No.	(+49) 360183380
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

A. Thoma Nachfolger Inh. Heinrich Stahl e. K.	
Address	Geisfelder Straße 42, 96050, Bamberg, Germany
Email	info@mon.de
Phone No.	(+49) 951915070
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

A.T. Cross Deutschland GmbH	
Address	Max-Hufschmidt-Straße 2, 55130, Mainz, Germany
Email	crossgermany@cross.com
Phone No.	(+49) 6131626010
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

ABE GmbH	
Address	Hanns-Martin-Schleyer-Str. 37, 47877 , Willich, Germany
Email	info@abe-brands.de
Phone No.	(+49) 2154885850
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Adalbert Reif GmbH	
Address	Leibnizstr. 10, 24568, Kaltenkirchen, Germany
Email	vertrieb@reif-hamburg.de
Phone No.	(+49) 41917227800
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Adler Vertriebs GmbH & Co. Werbegeschenke KG	
Address	Altenkesseler Straße 17/B7, 66115 , Saarbrücken, Germany
Email	kundenservice@adlerglobal.com
Phone No.	(+49) 6819455798157
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

ADVEO Deutschland GmbH	
Address	Gretlade 1, 31319, Sehnde - Höver, Germany
Email	info.de@adveo.com
Phone No.	(+49) 51329290
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

advo-discount GmbH	
Address	Friedrichshagener Straße 9, 12555, Berlin, Germany
Email	info@advo-discount.de
Phone No.	(+49) 3032775532
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

AHF-Vertriebs GmbH	
Address	An der Kochsburg 2, 58638, Iserlohn, Germany
Email	post@ahf-vertrieb.de
Phone No.	(+49) 237112434
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Albert Tritschler GmbH	
Address	Friedrichring 25, 79098, Freiburg, Germany
Email	albert.tritschler@t-online.de
Phone No.	(+49) 7612962730
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Business Inquiries

ALLKOM GmbH & Co. KG	
Address	Im Taubental 25, 41468, Neuss, Germany
Email	info@allkom-gruppe.de
Phone No.	(+49) 21311331950
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Anton Schreiner oHG	
Address	Kirchenweg 16, 85598, Baldham, Germany
Email	info@regis-org.de
Phone No.	(+49) 81064848
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Art-Manufacture-Design	
Address	Libanonstrasse 85, 70186, Stuttgart, Germany
Email	kontakt@art-manufacture-design.com
Phone No.	(+49) 71195816521
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

AW Printmedienzubehör e.K.	
Address	Panoramastr. 5, 71384, Weinstadt, Germany
Email	info@aw-print.de
Phone No.	(+49) 71512051669
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

BCB Büro- und Computerbedarfs GmbH	
Address	Hinter den Zäunen 17, 54497, Morbach OT Wenigerath, Germany
Email	info@bcb-gmbh.de
Phone No.	(+49) 653393940
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

BDMC GmbH	
Address	Rheinallee 74 - 86, 55120, Mainz, Germany
Email	info@buerowahlich-mainz.de
Phone No.	(+49) 6131630741
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Becker Office Competence GmbH	
Address	Industriestr. 46, 91083, Baiersdorf, Germany
Email	service@becker-online.com
Phone No.	(+49) 9133479390
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Bensegger GmbH	
Address	Westermayerstrasse 5-7, 83022, Rosenheim, Germany
Email	info@bensegger.de
Phone No.	(+49) 803121820
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Bernd Landgraf Bürotechnik	
Address	Berliner Straße 6, 15230, Frankfurt, Germany
Email	info@buerotechnik-landgraf.de
Phone No.	(+49) 3356802313
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Bernhard Tiemann Bürocenter e.K.	
Address	Lönsweg 32, 32139, Spenge, Germany
Email	tiemann@buerocenter.de
Phone No.	(+49) 522579782
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Bertz GmbH	
Address	Marktstraße 8, 73033, Göppingen, Germany
Email	info@bertz.de
Phone No.	(+49) 7161963910
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Betec Industriebedarf-Handel GmbH	
Address	An der Kupfer 7, 74670, Forchtenberg, Germany
Email	info@betec-gmbh.de
Phone No.	(+49) 7947943790
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Business Inquiries

Bettina Neef Simone Krause CSB - Center	
Address	Lengenfelder Straße 9, 08107, Kirchberg, Germany
Email	csb-center@t-online.de
Phone No.	(+49) 3760270510
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

BiC Deutschland GmbH & Co. oHG	
Address	Ginnheimer Straße 4, 65760, Eschborn, Germany
Email	info.de@bicworld.com
Phone No.	(+49) 61965060500
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Bindesysteme Schönherr GmbH	
Address	Rübenkamp 17, 21220, Seevetal, Germany
Email	service@schoenherr.de
Phone No.	(+49) 4105861111
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Birgit Bauer Bürobedarf - Buchhandel	
Address	Waldstetter Gasse 10, 73525, Schwäbisch Gmünd, Germany
Email	birgit.bauer-gd@t-online.de
Phone No.	(+49) 717166479
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

bk documents GmbH	
Address	Carl-Zeiss-Straße 1, 24568, Kaltenkirchen, Germany
Email	info@bk-systems.de
Phone No.	(+49) 419195110
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Blesel GmbH	
Address	Spannstiftstraße 56, 58119, Hagen, Germany
Email	info@blesel.de
Phone No.	(+49) 233492850
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Blum Buch + Büro GmbH	
Address	Bundesstrasse 8, 79312, Emmendingen, Germany
Email	info@buero-blum.de
Phone No.	(+49) 7641933060
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

BLZ Scherz + Cramer GmbH	
Address	Am Schürholz 1, 49078, Osnabrück, Germany
Email	info@blz-sc.de
Phone No.	(+49) 54144070
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

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