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## Analysis of SHEFEXIL Product Exports: March, 2019



**SHEFEXIL**

## TREND IN OVERALL EXPORTS

India's merchandise exports during March 2019 were valued at US \$ 32.55 Billion, as compared to US \$ 29.32 Billion during March 2018. This registers a positive growth of 11.02% in dollar terms. Exports were valued Rs. 2,26,138.76 Crores in March 2019 as compared to Rs. 1,90,619.25 Crores during March 2018. Hence, in Rupee terms export increased by 18.63%. Cumulatively, exports grew during April-March 2018-19 as compared to April-March 2017-18 by 9.06% in dollar terms and 18.29% in rupee terms.

As compared to total exports made in February 2019 (USD 26.67 billion), exports in March 2019 (USD 32.55 billion) increased by 22.05%.

## TREND IN SHEFEXIL PRODUCT EXPORTS

India's export of SHEFEXIL products valued at USD 238.24 million during March 2019 (FY 2018-19) as against USD 201.85 million during March 2018 (FY 2017-18), registering positive growth of 18.03%. Cumulative export of SHEFEXIL products during April-March 2018-19 recorded a growth of 12.36% over the same period last year, by securing exports of USD 2140.94 million as against USD 1905.36 million during April-March 2017-18.

As compared to total exports of SHEFEXIL products made in February 2019 (USD 188.30 Million), exports in March 2019 (USD 238.24 Million) increased by 26.52%.

### KEY FACTS

- SHEFEXIL's exports valued at USD 238.24 Million in March 2019, registering positive growth of 18.03% as compared to exports made in March 2018.
- As compared to exports made in February 2019, exports in March 2019 have increased by 26.52% in value terms.
- Cumulative exports made during April-March 2018-19 show an increase of 12.36% as compared to cumulative exports of April-March 2017-18.
- Cumulative export of all panels has increased except panel "Plant & Plant Portion".

### **Abbreviations:**

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

**GG** - Guar Gum

**OVM** - Other Vegetable Materials

**PPP** - Plant & Plant Portion

**SLBP** - Shellac & Lac Based Products

**VSE** - Vegetable Saps & Extracts

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

**Cumulative Exports** - Exports made in Apr-Mar 2018-19 as compared to exports made in Apr-Mar 2017-18.

**Table 1: Trend in SHEFEXIL Product exports**  
(Values in USD Million)

PANEL	Fixed Vegetable Oil Cake & Others (FVOC)	Guar Gum(GG)	Other Vegetable Materials (OVM)	Plant & Plant Portion (PPP)	Shellac & Lac Based Products (SLBP)**	Vegetable Saps & Extracts (VSE)	Total
<b>Monthly Exports</b>							
Mar, 2018	6.88	70.19	3.79	34.08	3.51	83.40	201.85
Mar, 2019	6.60	63.97	4.94	33.25	3.89	125.59	238.24
% Growth in Mar2019 as compared to Mar2018	<b>-4.07</b>	<b>-8.86</b>	<b>30.34</b>	<b>-2.44</b>	<b>10.80</b>	<b>50.59</b>	<b>18.03</b>
<b>Cumulative Exports</b>							
April-Mar2017 – 2018	65.28	646.94	53.27	323.70	34.15	782.02	1905.36
April-Mar2018 – 2019	70.99	674.86	53.81	312.12	38.43	990.73	2140.94
% Growth in Apr-Mar2018-19 (as compared to Apr-Mar 2017-18)	<b>8.75</b>	<b>4.32</b>	<b>1.01</b>	<b>-3.58</b>	<b>12.55</b>	<b>26.69</b>	<b>12.36</b>

(Source: DGCI&S)(\*\* Source: SHEFEXIL)

- Overall monthly export of SHEFEXIL products in Mar2019 increased by 18.03% in value terms, as compared to Mar2018.
- Month-on-month exports – Export in Mar2019 increased by 26.52% as compared to export made in Feb2019.
- Overall cumulative export of SHEFEXIL products increased by 12.36% in Apr-Mar2018-19, in value terms, as compared to Apr-Mar 2017-18.

**Table 2: Trend in SHEFEXIL Product exports**

(Quantity in MT\*\*)

PANEL	Fixed Vegetable Oil Cake & Others (FVOC)	Guar Gum(GG)	Other Vegetable Materials (OVM)	Plant & Plant Portion (PPP)	Shellac & Lac Based Products (SLBP)	Vegetable Saps & Extracts (VSE)	Total
<b>Monthly Exports</b>							
Mar, 2018							
Mar, 2019							
% Growth in Mar2019 (as compared to Mar 2018)							
<b>Cumulative Exports</b>							
April,2017 - March,2018							
April,2018 - March,2019							
% Growth in Apr-Mar2018-19 (as compared to Apr-Mar 2017-18)							

(Source: DGCI&S) \*\*(Qty. data not available)

**Table 3 - Export Performance of SHEFEXIL products**

**In terms of Value**

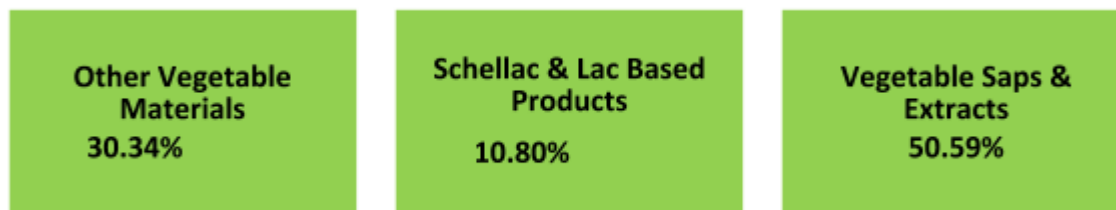
<b>April-March 2017-18 (USD Billion)</b>	<b>April-March2018-19 (USD Billion)</b>	<b>Growth (%)</b>
1.905	2.140	12.34%
<b>Mar – 2018 (USD Billion)</b>	<b>Mar – 2019 (USD Billion)</b>	<b>Growth (%)</b>
0.201	0.238	18.41%
<b>Feb – 2019 (USD Billion)</b>	<b>Mar – 2019 (USD Billion)</b>	<b>Growth (%)</b>
0.188	0.238	26.60%

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

Rank	Export Markets	Apr-Mar. 18 Value in USD Million	Apr-Mar. 19 Value in USD Million	% Growth in Apr-Mar. 18-19
1	U S A	746.00	693.34	-7.06
2	CHINA P RP	121.05	174.55	44.20
3	IRAN	85.65	150.15	75.32
4	GERMANY	124.92	117.80	-5.70
5	HONG KONG	26.15	106.01	305.44
6	NETHERLAND	46.74	58.35	24.85
7	SINGAPORE	18.98	56.58	198.06
8	JAPAN	54.58	55.97	2.56
9	RUSSIA	45.89	55.20	20.28
10	U K	53.29	53.78	0.93

**Table 5: Panels which recorded positive growth value wise(During Mar 2019 over Mar 2018)**

Out of 6 panels, 3 panels recorded positive export growth in value terms during Mar 2019 over Mar 2018.



**Table 6: Panels which recorded negative growth in exports during cumulative period:**

PANEL	Apr-Mar -17-18 – Value in USD Million	Apr-Mar -18-19 – Value in USD Million	Growth%
Plant & Plant Portion	323.70	312.12	-3.58

**Reasons for negative growth in exports during Apr-Mar 2018-19**

**1. Decrease in the production of Isobgul Crop -**

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

**Table 7: Panels which recorded positive growth of 10% or more qty wise (Mar 2019 vis--a--vis Mar 2018)**

(QTY in MT)\*\*

PANEL	Mar-18	Mar-19	Growth%

(Source: DGCI&S) \*\*(Qty. data not available)

**Table 8: Panels which recorded positive growth of exports in cumulative period (value wise) are as under:**

PANELS	Apr-Mar 17-18 – Value in USD Million	Apr-Mar 18-19 - Value in USD Million	Growth%
Vegetable Saps & Extracts	782.02	990.73	26.69
Guar Gum	646.94	674.86	4.32
Fixed Vegetable Oil Cake & Others	65.28	70.99	8.75
Shellac & Lac Based Products	34.15	38.43	12.55
Other Vegetable Materials	53.27	53.81	1.01

## **Reasons for increase in exports during Apr-Mar 2018-19**

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

Rupee has depreciated against USD during Apr-Mar 18-19 as compared to Apr-Mar 17-18. As per RBI, the average rate of Rupee against USD during Apr-Mar 17-18 was 64.44 and during Apr-Mar 18-19 it is 67.21. Import intensity is very low in SHEFEXIL products and this currency depreciation has provided boost to Indian exports of SHEFEXIL products.

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

India's export of Guar Gum Splits is increasing due to very huge demand for splits from China. The import duty on Guar Gum Splits in China is low as compared to the duty on value added products of Guar Gum. Therefore, our export of Guar Gum Refined Split has increased in China.

### **3. Increase in the export of Menthol crystal - Menthol Crystal has wide range of applications in cosmetics, medicine, food etc. and thus has huge demand in international markets such as EU, USA, Russia etc.**

### **4. Increase in export of Mint oil to Hong Kong and Singapore:**

Our export of mint oil has increased in countries such as Hong Kong and Singapore during Apr-Mar 2018-19. Mint oil has wide range of uses, mint oil and its constituents are commercially used in food, pharmaceutical and cosmetics industries. In Hong Kong, Mint oil is mainly used in cosmetics and personal care products. Cosmetics and personal care products market is growing in Hong Kong, hence, our export of Mint oil has increased in Hong Kong.

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

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

**Top 25 Countries of SHEFEXIL Products (Refer Annex - III given below)**

- USA continues to be the top export destination for SHEFEXIL products. USA's percentage share in India's total export of SHEFEXIL products is 32.39% in Apr-Mar 2018-19.
- Other top export markets in Apr-Mar 2018-19 with their percentage share in total exports of SHEFEXIL products are (belonging to top 10 export markets) China (8.15%), Iran (7.01%), Germany (5.50%), Hong Kong (4.95%), Netherlands (2.73%), Singapore (2.64%), Japan (2.61%), Russia (2.58%), UK (2.51%). In other words, exports are largely concentrated in USA.

*Top 25 countries account for 89.70% of total Shefexil product exports during April-March 2018-19, in value terms.*

- Panel-wise Top Export Markets are listed in Table 9 as under:

**Table 9 - Panel-wise Top 25 export markets (sorted based on exports made in April – March 2018-19) (Values in USD Million) (QTY in MT) \*\***

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

Rank	Export market	MAR-18		MAR-19		APR-MAR 2017-18		APR-MAR 2018-19	
		QTY.	VAL.	QTY.	VAL.	QTY.	VAL.	QTY.	VAL.
1	U S A		1.84		1.62		13.72		17.08
2	MEXICO		0.16		0.58		2.22		5.02
3	ITALY		0.16		0.34		4.09		4.84
4	MALAYSIA		0.27		0.22		2.38		3.47
5	IRAN		0.32		0.00		2.56		3.28
6	NETHERLAND		0.21		0.31		2.93		3.19
7	U ARAB EMTS		0.21		0.36		2.29		3.19
8	AUSTRALIA		0.35		0.40		2.06		2.98



9	U K		0.34		0.37		3.70		2.61
10	JAPAN		0.30		0.03		3.36		2.43
11	FRANCE		0.10		0.03		1.12		1.80
12	SINGAPORE		0.14		0.28		1.17		1.79
13	CANADA		0.17		0.36		1.34		1.70
14	CHINA P RP		0.41		0.03		1.64		1.62
15	NEW ZEALAND		0.06		0.18		0.60		1.42
16	KOREA RP		0.17		0.22		1.04		1.24
17	SRI LANKA DSR		0.18		0.12		1.33		1.24
18	SPAIN		0.16		0.06		0.80		1.09
19	TAIWAN		0.01		0.27		1.52		1.03
20	THAILAND		0.00		0.02		0.62		1.01
21	BANGLADESH PR		0.11		0.10		4.27		0.78
22	GERMANY		0.17		0.07		1.09		0.67
23	OMAN		0.03		0.09		0.58		0.67
24	QATAR		0.02		0.07		0.45		0.50
25	KUWAIT		0.05		0.03		0.44		0.50
TOTAL EXPORT OF FIXED VEGETABLE OIL CAKE TO TOP 25 EXPORT MARKETS			5.96		6.15		57.34		65.13
TOTAL EXPORTS OF FIXED VEGETABLE OIL CAKE TO ALL EXPORT MARKETS			6.88		6.60		65.28		70.99

## 2. Guar Gum (GG)

Rank	Export market	MAR-18	MAR-19	APR-MAR2017-18	APR-MAR2018-19
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		QTY.	VAL.	QTY.	VAL.	QTY.	VAL.	QTY.	VAL.
1	U S A		35.26		24.14		347.84		278.10
2	CHINA P RP		6.09		11.54		38.63		92.31
3	RUSSIA		6.20		5.69		40.57		47.35
4	NORWAY		3.07		4.48		43.23		44.77
5	GERMANY		4.28		4.51		31.78		36.73
6	NETHERLAND		0.80		2.33		16.63		27.29
7	ARGENTINA		2.36		1.36		13.04		18.96
8	U K		0.58		0.55		12.88		15.82
9	ITALY		1.07		0.74		9.21		13.59
10	CANADA		1.65		0.98		17.20		8.97
11	CHILE		0.46		1.02		2.92		8.46
12	BRAZIL		0.50		0.40		5.25		6.96
13	AUSTRALIA		0.68		0.34		5.62		6.71
14	JAPAN		0.61		0.57		6.78		6.31
15	FRANCE		0.17		0.46		3.18		5.25
16	INDONESIA		0.29		0.47		4.00		4.57
17	DENMARK		0.39		0.32		3.31		3.53
18	IRAN		0.08		0.26		1.33		3.48
19	THAILAND		0.39		0.32		3.03		3.32
20	MEXICO		0.32		0.42		3.51		3.28
21	MALAYSIA		0.41		0.37		2.08		3.04
22	SWITZERLAND		0.06		0.28		2.25		3.00
23	POLAND		0.34		0.06		2.19		2.71
24	SOUTH AFRICA		0.20		0.06		2.27		2.66

25	BELGIUM		0.49		0.24		2.72		2.53
TOTAL EXPORT OF GUAR GUM TO TOP 25 EXPORT MARKETS			66.74		61.87		621.44		649.73
TOTAL EXPORTS OF GUAR GUM TO ALL EXPORT MARKETS			70.19		63.97		646.94		674.86

### 3. Other Vegetable Materials (OVMs)

Rank	Export market	MAR-18		MAR-19		APR-MAR2017-18		APR-MAR2018-19	
		QTY.	VAL.	QTY.	VAL.	QTY.	VAL.	QTY.	VAL.
1	CHINA P RP		0.24		1.16		13.79		11.68
2	JAPAN		0.73		0.55		9.14		8.37
3	SRI LANKA DSR		0.55		0.56		8.68		7.57
4	BANGLADESH PR		0.78		0.48		3.06		4.83
5	SAUDI ARAB		0.00		0.20		1.73		2.65
6	U S A		0.19		0.22		1.55		2.47
7	U K		0.10		0.08		1.38		1.39
8	PAKISTAN IR		0.09		0.06		2.48		1.26
9	NEPAL		0.06		0.04		1.06		1.12
10	U ARAB EMTS		0.10		0.13		0.98		1.04
11	KOREA RP		0.08		0.07		0.80		1.02
12	MALAYSIA		0.17		0.03		0.75		0.84
13	GERMANY		0.03		0.04		0.63		0.80
14	TURKEY		0.00		0.21		0.33		0.76
15	SPAIN		0.07		0.05		0.50		0.69
16	BHUTAN		0.09		0.03		0.49		0.52

17	AUSTRALIA		0.05		0.06		0.30		0.42
18	VIETNAM SOC REP		0.02		0.06		0.28		0.40
19	QATAR		0.00		0.02		0.17		0.39
20	MYANMAR		0.00		0.00		0.00		0.39
21	KUWAIT		0.02		0.04		0.62		0.36
22	SOUTH AFRICA		0.02		0.04		0.17		0.33
23	RUSSIA		0.01		0.05		0.11		0.24
24	CANADA		0.04		0.03		0.30		0.23
25	SOMALIA		0.00		0.06		0.11		0.22
TOTAL EXPORT OF OVMs TO TOP 25 EXPORT MARKETS			3.44		4.28		49.42		49.98
TOTAL EXPORTS OF OVMs TO ALL EXPORT MARKETS			3.79		4.94		53.27		53.81

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

Rank	Export market	MAR -18		MAR -19		APR-MAR2017-18		APR-MAR2018-19	
		QTY.	VAL.	QTY.	VAL.	QTY.	VAL.	QTY.	VAL.
1	U S A		10.73		10.75		99.02		102.88
2	GERMANY		4.70		2.78		46.69		34.04
3	VIETNAM SOC REP		4.60		3.56		20.16		26.77
4	CHINA P RP		1.02		1.54		9.94		13.48
5	ITALY		0.67		1.14		15.56		12.91
6	PAKISTAN IR		1.30		0.89		10.00		12.45
7	U K		0.69		0.35		10.38		8.69
8	AUSTRALIA		0.51		0.36		7.02		6.73

9	BANGLADESH PR		0.16		1.69		3.71		6.52
10	FRANCE		0.56		0.54		7.32		5.76
11	JAPAN		0.61		0.64		5.58		5.24
12	KOREA RP		0.33		0.65		4.65		5.17
13	BELGIUM		0.62		0.35		6.46		4.93
14	CANADA		0.22		0.35		3.48		3.98
15	MEXICO		0.51		0.66		3.87		3.75
16	MALAYSIA		0.40		0.25		4.55		3.64
17	U ARAB EMTS		0.46		0.48		4.13		3.60
18	IRAN		0.31		0.47		3.85		3.13
19	NETHERLAND		0.27		0.13		4.77		2.83
20	TAIWAN		0.22		0.19		1.99		2.79
21	AFGHANISTAN		0.36		0.85		3.79		2.79
22	PHILIPPINES		0.22		0.35		2.72		2.71
23	SPAIN		0.02		0.59		2.40		2.59
24	IRELAND		0.45		0.00		2.60		2.29
25	BRAZIL		0.11		0.15		1.57		2.16
TOTAL EXPORT OF 'PPP' TO TOP 25 EXPORT			30.09		29.72		286.22		281.83
TOTAL EXPORTS OF 'PPP' TO ALL EXPORT MARKETS			34.08		33.25		323.70		312.12

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

Rank	Export market	MAR -18		MAR-19		APR-MAR2017-18		APR-MAR2018-19	
		QTY.	VAL.	QTY.	VAL.	QTY.	VAL.	QTY.	VAL.
1	BANGLADESH PR		0.49		0.63		6.21		7.30
2	U S A		0.48		1.31		3.85		6.45
3	PAKISTAN IR		0.82		0.42		5.98		5.09
4	CHINA P RP		0.04		0.12		2.38		4.04
5	GERMANY		0.48		0.54		3.70		3.50
6	SWITZERLAND		0.42		0.00		2.68		2.23
7	IRAQ		0.11		0.19		1.57		2.12
8	U K		0.06		0.02		0.68		1.15
9	INDONESIA		0.06		0.05		1.11		0.83
10	SPAIN		0.04		0.00		0.75		0.82
11	EGYPT A RP		0.05		0.05		0.94		0.74
12	ITALY		0.05		0.00		0.62		0.58
13	CANADA		0.27		0.09		0.80		0.55
14	JAPAN		0.00		0.00		0.29		0.51
15	FRANCE		0.08		0.15		0.29		0.48
16	HAITI		0.00		0.05		0.20		0.45
17	MEXICO		0.00		0.09		0.00		0.23
18	KENYA		0.00		0.00		0.14		0.15
19	BOLIVIA		0.00		0.13		0.22		0.13
20	SAUDI ARAB		0.00		0.00		0.03		0.11
21	TURKEY		0.00		0.01		0.10		0.09
22	URUGUAY		0.00		0.00		0.00		0.09

23	MALAYSIA		0.01		0.00		0.08		0.07
24	KOREA RP		0.00		0.00		0.11		0.07
25	SOUTH AFRICA		0.00		0.00		0.08		0.07
TOTAL EXPORT OF 'SLBP' TO TOP 25 EXPORT			3.46		3.85		32.79		37.88
TOTAL EXPORTS OF 'SLBP' TO ALL EXPORT MARKETS			3.51		3.89		34.15		38.43

## 6. Vegetable Saps & Extracts (VSE)

Rank	Export market	MAR-18		MAR-19		APR- MAR2017-18		APR- MAR2018-19	
		QTY.	VAL.	QTY.	VAL.	QTY.	VAL.	QTY.	VAL.
1	U S A		28.52		24.64		280.03		286.35
2	IRAN		0.02		51.06		77.77		140.18
3	HONG KONG		12.98		9.39		25.51		105.57
4	SINGAPORE		1.24		0.42		17.15		53.91
5	CHINA P RP		3.42		5.07		54.66		51.42
6	GERMANY		3.88		4.48		41.03		42.07
7	JAPAN		5.89		3.48		29.43		33.11
8	FRANCE		2.73		2.99		21.43		27.08
9	NETHERLAND		1.75		2.78		21.70		24.82
10	U K		2.96		1.77		24.27		24.12
11	KOREA RP		3.15		3.13		19.29		20.98
12	U ARAB EMTS		1.69		0.93		11.80		12.31
13	AUSTRALIA		1.35		1.29		11.56		12.28
14	ITALY		1.11		2.06		10.38		12.04
15	BRAZIL		0.60		0.90		9.55		10.20
16	INDONESIA		0.48		0.99		5.01		9.94

17	SPAIN		1.37		0.59		11.86		8.52
18	THAILAND		0.57		0.72		6.62		7.65
19	MAURITIUS		0.00		0.01		0.17		6.79
20	RUSSIA		0.34		0.58		4.23		6.29
21	TAIWAN		0.53		0.61		5.08		6.24
22	PHILIPPINES		0.36		0.59		4.15		5.01
23	VIETNAM SOC REP		0.32		0.44		8.82		4.86
24	SOUTH AFRICA		0.69		0.38		4.40		4.69
25	MEXICO		0.52		0.23		3.41		4.21
TOTAL EXPORT OF VSE TO TOP 25 EXPORT MARKETS			76.45		119.51		709.30		920.66
TOTAL EXPORTS OF VSE TO ALL EXPORT MARKETS			83.40		125.59		782.02		990.73

(Source: DGCI&S)\*\* (Qty. data not available)

**Table 10: Region-wise export of SHEFEXIL Products in April – March 2017-18, April – March 2018-19 and % Growth April-March 2018-19 over April – March 2017-18**

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

SR. NO.	PANEL	REGION	APR.-MAR. 2017-18		APR.-MAR. 2018-19		% Growth in APR-MAR 2018-19 over APR-MAR 2017-18	
			**Qty. in Thousand	Values in USD Million	**Qty. in Thousand	Values in USD Million	**Qty.	Value
1	VEGETABLE SAPS & EXTRACTS	NORTH AMERICA		287.95		294.69		2.34
		EU		141.63		149.19		5.34
		NE ASIA		134.39		217.97		62.19
		WEST AND EAST ASIA		111.54		174.89		56.80
		ASEAN		45.31		85.88		89.57



		LATIN AMERICA		18.50		15.32		-17.19
		CIS		5.48		7.89		44.04
		SOUTH ASIA		11.40		10.23		-10.21
		AFRICA		14.68		25.77		75.49
		OTHERS		11.15		8.89		-20.25
		TOTAL VEGETABLE SAPS & EXTRACTS		<b>782.02</b>		<b>990.72</b>		<b>26.69</b>
<b>2</b>	<b>GUAR GUM</b>	NORTH AMERICA		368.55		290.35		-21.22
		EU		86.62		113.49		31.02
		NE ASIA		47.98		101.19		110.89
		WEST AND EAST ASIA		15.49		16.79		8.43
		ASEAN		10.34		12.50		20.82
		LATIN AMERICA		22.46		35.73		59.08
		CIS		41.48		48.46		16.80
		SOUTH ASIA		1.44		0.47		-67.67
		AFRICA		4.53		5.65		24.74
		OTHERS		48.04		50.25		4.60
		TOTAL GUAR GUM		<b>646.94</b>		<b>674.88</b>		<b>4.32</b>
<b>3</b>	<b>PLANT &amp; PLANT PORTION</b>	NORTH AMERICA		106.37		110.61		3.99
		EU		110.43		82.14		-25.62
		NE ASIA		22.26		26.79		20.38
		WEST AND EAST ASIA		19.89		17.53		-11.84
		ASEAN		32.61		38.12		16.90

		LATIN AMERICA		4.84		4.79		-0.98
		CIS		1.09		1.39		28.41
		SOUTH ASIA		21.29		25.03		17.57
		AFRICA		3.32		4.22		27.23
		OTHERS		1.62		1.47		-9.67
		TOTAL PLANT & PLANT PORTION		<b>323.72</b>		<b>312.10</b>		<b>-3.59</b>
4	FIXED VEGETABLE OIL, CAKE & OTHERS	NORTH AMERICA		17.29		23.80		37.69
		EU		14.79		14.89		0.62
		NE ASIA		7.78		6.40		-17.75
		WEST AND EAST ASIA		10.20		13.48		32.16
		ASEAN		5.97		6.65		11.40
		LATIN AMERICA		0.69		0.79		13.93
		CIS		0.46		0.51		10.97
		SOUTH ASIA		6.39		2.93		-54.14
		AFRICA		1.25		1.45		16.33
		OTHERS		0.45		0.08		-81.35
		TOTAL FIXED VEGETABLE OIL, CAKE & OTHERS		<b>65.27</b>		<b>70.98</b>		<b>8.75</b>
5	SHELLAC & LAC BASED PRODUCTS	NORTH AMERICA		4.65		7.23		55.62
		EU		6.40		6.54		2.10
		NE ASIA		2.88		4.69		63.15
		WEST AND EAST ASIA		1.96		2.37		20.82

		ASEAN		1.28		0.92		-27.92
		LATIN AMERICA		0.66		0.86		29.34
		CIS		0.00		0.00		1580.28
		SOUTH ASIA		12.19		12.39		1.69
		AFRICA		1.33		1.10		-17.53
		OTHERS		2.79		2.32		-16.85
		<b>TOTAL SHELLAC &amp; LAC BASED PRODUCTS</b>		<b>34.15</b>		<b>38.43</b>		<b>12.55</b>
<b>6</b>	<b>OTHER VEGETABLE MATERIALS</b>	NORTH AMERICA		1.88		2.74		46.02
		EU		4.13		4.50		8.95
		NE ASIA		23.92		21.28		-11.03
		WEST AND EAST ASIA		4.56		5.46		19.84
		ASEAN		1.36		2.01		48.17
		LATIN AMERICA		0.11		0.16		47.15
		CIS		0.20		0.36		74.52
		SOUTH ASIA		15.86		15.33		-3.35
		AFRICA		0.92		1.16		26.31
		OTHERS		0.35		0.81		128.10
		<b>TOTAL OTHER VEGETABLE MATERIALS</b>		<b>53.28</b>		<b>53.80</b>		<b>0.97</b>
	<b>GRAND TOTAL</b>	<b>GRAND TOTAL</b>		<b>1,905.38</b>		<b>2,140.92</b>		<b>12.36</b>

(Source: DGCI&S) \*\* (Qty. data not available)

**Region Wise Exports Trend recorded in April – March 2018-19 vis---a---vis April – March 2017-18**  
**[Refer Annex-IV and Table 10]**

- **NORTH AMERICA** – Positive growth is registered in 5 out of 6 Panels during April-March 2018-19 in terms of value. Export of GG slumped by 21.22% in April-March 2018-19 as compared to April-March 2017-18.
- **EU** – Except for PPP all the other Panels registered a positive growth in value terms during April-March 2018-19 as compared to April-March 2017-18. Export of PPP declined by 25.62% in terms of value.
- **NE ASIA** – All the Panels registered a positive growth in terms of value during April-March 2018-19 as compared to April-March 2017-18, except for FVOC & OVM which registered a negative growth of 17.75% & 11.03% respectively. Export of GG grew significantly, in value terms, during April-March 2018-19 as compared to April-March 2017-18 by 110.89%.
- **WEST AND EAST ASIA** – Out of the total 6 panels, only one panel i.e. PPP, showed a negative growth in terms of value. Export of PPP products declined by 11.84%.
- **ASEAN** — Export of products covered by all panels registered positive growth except SLBP in terms of value, during April-March 2018-19 as compared to April-March 2017-18. Export of VSE grew significantly, in value terms, during April-March 2018-19 as compared to April-March 2017-18 by 89.57%.
- **LATIN AMERICA** – Export of products covered by all panels registered positive growth in value terms, except for VSE & PPP which registered a negative growth of 17.19% & 0.98% respectively during April-March 2018-19 as compared to April-March 2017-18.
- **CIS** – Export of products covered by all panels registered positive growth in value terms during April-March 2018-19 as compared to April-March 2017-18.
- **SOUTH ASIA** – Export of products covered by all panels registered negative growth in terms of value during April-March 2018-19 as compared to April-March 2017-18 except PPP and SLBP which shows growth of 17.57% and 1.69% respectively during April-March 2017-18.
- **AFRICA** – Positive growth is registered in all the Panels in value terms during April-March 2018-19 as compared to April-March 2017-18 except for panel SLBP, which declined by 17.53%.

#### **ANNEXES:**

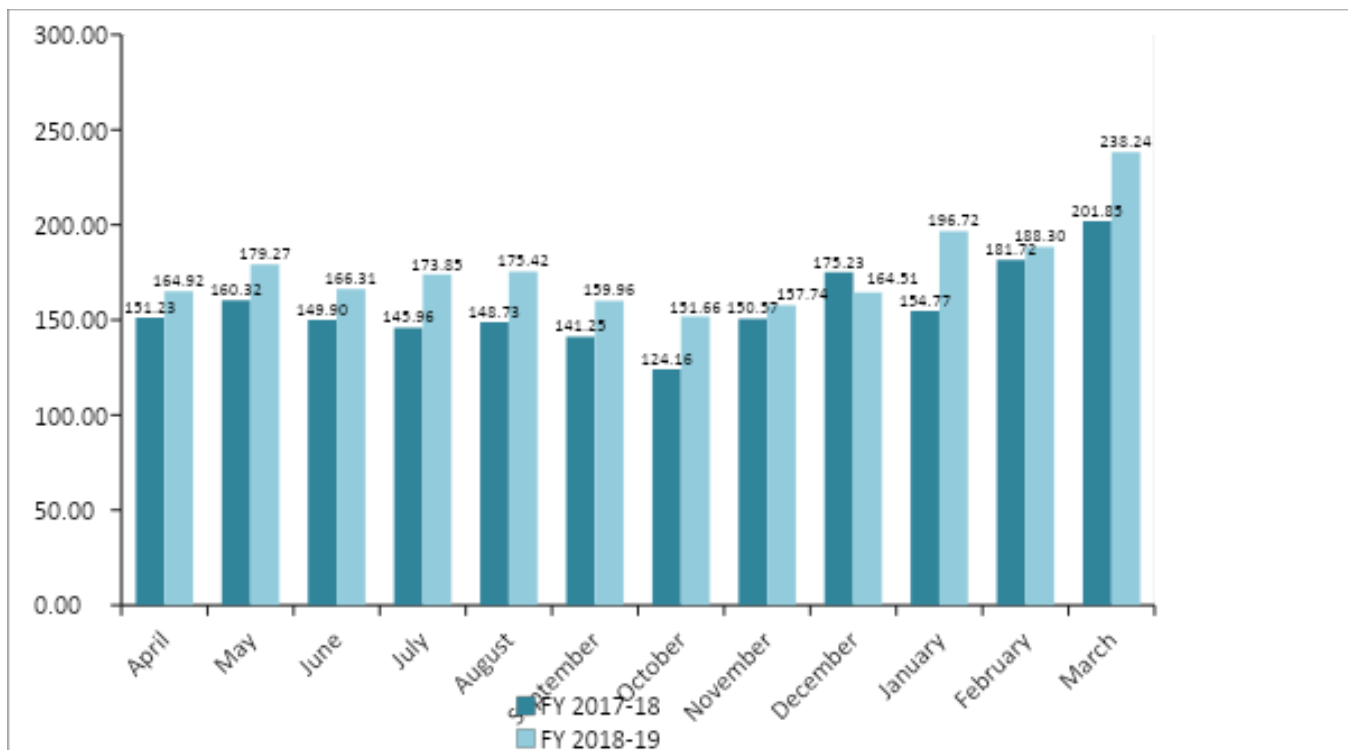
- Annex –I : Graphical presentation indicating the trend of Shefexil product exports based on the absolute value of exports registered in April-March 2018-19 vis –a – vis April-March 2017-18.

- Annex – II: Table indicating the trend of Shefexil product exports during March2019vis-a-visMarch2018and trend Y-O-Y basis.
- Annex – III: Top 25 countries of Shefexil’s top export productsduring the period April-March2018-19.
- Annex - IV: Regional distribution of Shefexil products during April-March2018-19.
- Annex – V: Report on Exchange Rate Volatility during the period April-March2018-19.

## **Annex--I**

### **Trend of Shefexil Exports**

**Trend in Monthly Export of SHEFEXIL products betweenApril-March2017-18 and April-March2018-19  
[Values in USD Million]**



(p) – provisional exports

(Source: DGCI&S)

### Report of Export Growth in SHEFEXIL's Product Panels:

[Values in USD Million]

PANEL	Fixed Vegetable Oil Cake & Others	Guar Gum	Other Vegetable Materials	Plant & Plant Portion	Shellac & Lac Based Products	Vegetable Saps & Extracts	Total
APR 2017	5.44	63.7	5.98	22.87	0.02	53.22	<b>151.23</b>
APR 2018	5.54	57.88	4.04	25.61	0.38	71.47	<b>164.92</b>
May, 2017	5.15	66.74	4.51	28.16	0.30	55.46	<b>160.32</b>
May, 2018	5.62	72.7	4.66	32.9	0.41	62.98	<b>179.27</b>
JUNE 2017	4.56	50.57	3.74	27.81	0.22	63	<b>149.90</b>
JUNE 2018	5.88	54.26	4.27	30.16	0.11	71.63	<b>166.31</b>
JULY 2017	4.49	40.61	4.29	26.03	0.01	70.53	<b>145.96</b>
JULY 2018	6.62	54.52	5.05	25.18	1.04	81.44	<b>173.85</b>
AUGUST 2017	3.99	49.33	4.95	24.52	3.39	65.76	<b>148.73</b>
AUGUST 2018	6.52	61.28	4.33	26.92	3.39	75.57	<b>175.42</b>
SEPTEMBER 2017	5.24	46.15	4.58	24.88	2.68	59.3	<b>141.25</b>
SEPTEMBER 2018	6.61	54.73	3.33	24.06	2.69	71.13	<b>159.96</b>
OCTOBER 2017	4.28	35.14	4.94	23.54	3.18	56.11	<b>124.16</b>
OCTOBER 2018	5.74	44.05	4.13	21.56	4.99	75.5	<b>151.66</b>
NOVEMBER 2017	5.11	49.14	4.63	27.37	2.72	63.42	<b>150.57</b>
NOVEMBER 2018	5.21	40.92	4.21	19.08	2.22	87.24	<b>157.74</b>

<b>DECEMBER 2017</b>	7.09	56.4	5.1	29.08	2.91	77.23	<b>175.23</b>
<b>DECEMBER 2018</b>	5.81	52.83	3.92	25.8	2.66	74.44	<b>164.51</b>
<b>JANUARY 2018</b>	6.08	53.36	2.84	28.02	2.18	61.36	<b>154.77</b>
<b>JANUARY 2019</b>	4.56	55.81	5.29	24.74	3.33	100.68	<b>196.72</b>
<b>FEBRUARY 2018</b>	6.97	65.61	3.92	27.34	4.65	73.23	<b>181.72</b>
<b>FEBRUARY 2019</b>	6.24	61.91	5.24	22.39	2.27	90.25	<b>188.30</b>
<b>MARCH 2018</b>	6.88	70.19	3.79	34.08	3.51	83.40	<b>201.85</b>
<b>MARCH 2019</b>	6.60	63.97	4.94	33.25	3.89	125.59	<b>238.24</b>
<b>APR- MAR 2017-18</b>	65.28	646.94	53.27	323.70	34.15	782.02	<b>1905.36</b>
<b>APR- MAR 2018-19</b>	70.99	674.86	53.81	312.12	38.43	990.73	<b>2140.94</b>

(Source: DGCI&S)

### Annex--II

#### Trend in Shefexil Product Panel Exports in Mar2018&2019& for April-March2017-18/2018-19 (Values in USD Million)

SL. NO.	PANNEL	March, 2018	March, 2019	% Growth in March. 2019 OVER March. 2018	APRIL-MARC H2017-18	APRIL-MARC H2018-19	% GROWTH IN APR-MAR 2018-19 OVER APR-MAR2017-18
1	Vegetable Saps & Extracts	83.40	125.59	<b>50.59</b>	782.02	990.73	<b>26.69</b>
2	Guar Gum	70.19	63.97	<b>-8.86</b>	646.94	674.86	<b>4.32</b>
3	Plant and Plant Portion (HERBS)	34.08	33.25	<b>-2.44</b>	323.70	312.12	<b>-3.58</b>
4	Fixed Vegetable Oil, Cake & Others	6.88	6.60	<b>-4.07</b>	65.28	70.99	<b>8.75</b>
5	Shellac & Lac Based Products**	3.51	3.89	<b>10.80</b>	34.15	38.43	<b>12.55</b>
6	Other Vegetable Materials	3.79	4.94	<b>30.34</b>	53.27	53.81	<b>1.01</b>
<b>Total Exports of SHEFEXIL Products</b>		<b>201.85</b>	<b>238.24</b>	<b>18.03</b>	<b>1905.36</b>	<b>2140.94</b>	<b>12.36</b>

(Source: DGCI&S) (\*\* Source: SHEFEXIL)

### Annex --- III

#### Top 25 export markets of SHEFEXIL products

Rank	Export Markets	Apr-Mar. 2017-18 Qty. in MT**	Apr-Mar. 17-18 Value USD Mn	Apr-Mar. 2018-19 Qty. in MT**	Apr-Mar.18-19 Value USD Mn	% Growth in Apr-Mar. 2018-19 in Qty	% Growth in Apr-Mar.18-19 in Mn
1	U S A		746.00		693.34		-7.06
2	CHINA P RP		121.05		174.55		44.20
3	IRAN		85.65		150.15		75.32
4	GERMANY		124.92		117.80		-5.70
5	HONG KONG		26.15		106.01		305.44
6	NETHERLAND		46.74		58.35		24.85
7	SINGAPORE		18.98		56.58		198.06
8	JAPAN		54.58		55.97		2.56
9	RUSSIA		45.89		55.20		20.28
10	U K		53.29		53.78		0.93
11	NORWAY		46.28		45.64		-1.37
12	ITALY		39.91		44.13		10.57
13	FRANCE		33.58		40.49		20.55
14	VIETNAM SOC REP		31.06		32.81		5.64
15	KOREA RP		27.52		30.19		9.71
16	AUSTRALIA		26.85		29.19		8.69
17	BANGLADESH PR		19.57		22.27		13.80
18	PAKISTAN IR		21.92		21.91		-0.05
19	U ARAB EMTS		20.99		21.74		3.55
20	ARGENTINA		14.70		21.30		44.95
21	BRAZIL		16.79		19.66		17.10



22	CANADA		27.63		19.57		-29.20
23	INDONESIA		11.85		17.23		45.38
24	MEXICO		13.04		16.52		26.63
25	SPAIN		17.68		16.03		-9.37
<b>Total exports to Top 25 export markets</b>			<b>1692.64</b>		<b>1920.43</b>		<b>13.45</b>
<b>Total Export to all export markets</b>			<b>1905.38</b>		<b>2140.92</b>		<b>12.36</b>
<b>% Share of export to top 25 export market in Total exports to all export markets</b>			<b>88.83</b>		<b>89.70</b>		

(Source: DGCI&S)\*\* (Qty. data not available)

#### Annex--IV Region- Wise Export

SR. NO	PANEL	REGION	Mar-18	Mar-19	APRIL,17 - MARCH,2018	APRIL,18 - MARCH,2019	MAR-19 Growth %	APR-MAR-19 Growth %
			Values in USD Million	Values in USD Million	Values in USD Million	Values in USD Million		
1	VEGETABLE SAPS & EXTRACTS	NORTH AMERICA	29.57	25.13	287.95	294.69	-15.01	2.34
		EU	15.13	15.60	141.63	149.19	3.10	5.34
		NE ASIA	25.98	21.67	134.39	217.97	-16.57	62.19
		WEST AND EAST ASIA	3.94	53.97	111.54	174.89	1270.96	56.80
		ASEAN	3.54	3.56	45.31	85.88	0.39	89.57
		LATIN AMERICA	1.12	1.25	18.50	15.32	12.08	-17.19
		CIS	0.35	0.75	5.48	7.89	112.11	44.04

		<b>SOUTH ASIA</b>	1.30	0.91	11.40	10.23	-30.44	-10.21
		<b>AFRICA</b>	1.71	1.78	14.68	25.77	3.67	75.49
		<b>OTHERS</b>	0.75	0.96	11.15	8.89	28.44	-20.25
		<b>TOTAL VEGETABLE SAPS &amp; EXTRACTS</b>	<b>83.40</b>	<b>125.59</b>	<b>782.02</b>	<b>990.72</b>	<b>50.58</b>	<b>26.69</b>
2	<b>GUAR GUM &amp; EXTRACTS</b>	<b>NORTH AMERICA</b>	37.22	25.54	368.55	290.35	-31.39	-21.22
		<b>EU</b>	8.61	9.72	86.62	113.49	12.90	31.02
		<b>NE ASIA</b>	6.87	12.33	47.98	101.19	79.39	110.89
		<b>WEST AND EAST ASIA</b>	2.26	1.02	15.49	16.79	-54.63	8.43
		<b>ASEAN</b>	1.24	1.28	10.34	12.50	3.57	20.82
		<b>LATIN AMERICA</b>	3.48	2.97	22.46	35.73	-14.68	59.08
		<b>CIS</b>	6.27	5.72	41.48	48.46	-8.78	16.80
		<b>SOUTH ASIA</b>	0.20	0.01	1.44	0.47	-92.41	-67.67
		<b>AFRICA</b>	0.62	0.25	4.53	5.65	-59.40	24.74
		<b>OTHERS</b>	3.42	5.12	48.04	50.25	49.58	4.60
		<b>TOTAL GUAR GUM &amp; EXTRACTS</b>	<b>70.19</b>	<b>63.97</b>	<b>646.94</b>	<b>674.88</b>	<b>-8.86</b>	<b>4.32</b>
3	<b>PLANT &amp; PLANT PORTION</b>	<b>NORTH AMERICA</b>	11.47	11.76	106.37	110.61	2.53	3.99
		<b>EU</b>	8.99	6.95	110.43	82.14	-22.62	-25.62

		NE ASIA	2.18	3.03	22.26	26.79	38.74	20.38
		WEST AND EAST ASIA	1.83	1.78	19.89	17.53	-2.85	-11.84
		ASEAN	6.00	4.68	32.61	38.12	-21.90	16.90
		LATIN AMERICA	0.87	0.52	4.84	4.79	-40.15	-0.98
		CIS	0.24	0.19	1.09	1.39	-21.42	28.41
		SOUTH ASIA	2.10	3.73	21.29	25.03	78.17	17.57
		AFRICA	0.33	0.38	3.32	4.22	13.50	27.23
		OTHERS	0.07	0.22	1.62	1.47	219.93	-9.67
		<b>TOTAL PLANT &amp; PLANT PORTION</b>	<b>34.08</b>	<b>33.25</b>	<b>323.72</b>	<b>312.10</b>	<b>-2.44</b>	<b>-3.59</b>
4	FIXED VEGETABLE OIL, CAKE & OTHERS	NORTH AMERICA	2.17	2.56	17.29	23.80	17.69	37.69
		EU	1.33	1.23	14.79	14.89	-7.47	0.62
		NE ASIA	0.93	0.57	7.78	6.40	-38.78	-17.75
		WEST AND EAST ASIA	1.15	1.26	10.20	13.48	8.81	32.16
		ASEAN	0.69	0.60	5.97	6.65	-12.08	11.40
		LATIN AMERICA	0.09	0.00	0.69	0.79	-97.78	13.93
		CIS	0.06	0.06	0.46	0.51	-4.05	10.97

		<b>SOUTH ASIA</b>	0.35	0.27	6.39	2.93	-22.27	-54.14
		<b>AFRICA</b>	0.10	0.04	1.25	1.45	-61.00	16.33
		<b>OTHERS</b>	0.00	0.01	0.45	0.08	288.59	-81.35
		<b>TOTAL FIXED VEGETABLE OIL, CAKE &amp; OTHERS</b>	<b>6.88</b>	<b>6.60</b>	<b>65.27</b>	<b>70.98</b>	<b>-4.13</b>	<b>8.75</b>
5	<b>SHELLAC &amp; LAC BASED PRODUCTS</b>	<b>NORTH AMERICA</b>	0.74	1.49	4.65	7.23	100.47	55.62
		<b>EU</b>	0.71	0.71	6.40	6.54	-0.36	2.10
		<b>NE ASIA</b>	0.06	0.12	2.88	4.69	105.91	63.15
		<b>WEST AND EAST ASIA</b>	0.11	0.21	1.96	2.37	80.47	20.82
		<b>ASEAN</b>	0.09	0.05	1.28	0.92	-43.00	-27.92
		<b>LATIN AMERICA</b>	0.01	0.20	0.66	0.86	2941.66	29.34
		<b>CIS</b>	0.00	0.00	0.00	0.00	-100.00	1580.28
		<b>SOUTH ASIA</b>	1.31	1.05	12.19	12.39	-20.02	1.69
		<b>AFRICA</b>	0.06	0.05	1.33	1.10	-15.65	-17.53
		<b>OTHERS</b>	0.42	0.01	2.79	2.32	-97.50	-16.85
			<b>TOTAL SHELLAC &amp; LAC BASED PRODUCTS</b>	<b>3.51</b>	<b>3.89</b>	<b>34.15</b>	<b>38.43</b>	<b>10.80</b>

6	OTHER VEGETABLE MATERIALS	NORTH AMERICA	0.23	0.25	1.88	2.74	7.50	46.02
		EU	0.40	0.42	4.13	4.50	5.24	8.95
		NE ASIA	1.07	1.85	23.92	21.28	72.55	-11.03
		WEST AND EAST ASIA	0.25	0.64	4.56	5.46	160.16	19.84
		ASEAN	0.21	0.16	1.36	2.01	-24.58	48.17
		LATIN AMERICA	0.00	0.00	0.11	0.16	-90.87	47.15
		CIS	0.01	0.05	0.20	0.36	732.84	74.52
		SOUTH ASIA	1.58	1.19	15.86	15.33	-24.69	-3.35
		AFRICA	0.05	0.17	0.92	1.16	262.54	26.31
		OTHERS	0.00	0.21	0.35	0.81	9789.38	128.10
<b>TOTAL OTHER VEGETABLE MATERIALS</b>		<b>3.79</b>	<b>4.94</b>	<b>53.28</b>	<b>53.80</b>	<b>30.13</b>	<b>0.97</b>	
<b>GRAND TOTAL</b>		<b>201.85</b>	<b>238.22</b>	<b>1,905.38</b>	<b>2,140.92</b>	<b>18.02</b>	<b>12.36</b>	

(Source: DGCI&S)

### Annex--V Report on Exchange Rate Volatility during April –March2018-19

Following table shows Appreciation and Depreciation of Currencies of India's major Export Markets, in percentage terms and India's FTA status with the same. This is calculated based on the exchange rate of currencies on the first and last trading day of the period April – March2018-19.

Sl. No.	Country	Currency Name	1 <sup>st</sup> Apr., 2018	31 <sup>st</sup> Mar., 2019	AP/DP (%)	Net Result – AP/DP	India's FTA with these Countries
1	Afghanistan	Afghan Afghani	70.05	76.56	-8.50	DP	SAFTA
2	Bangladesh	Bangladeshi Taka	84.10	84.48	-0.45	DP	SAFTA
3	Chile	Chilean Peso	604.92	679.70	-11.00	DP	India –Chile PTA
4	China	Chinese Yuan	6.28	6.71	-6.40	DP	India and China are member countries of APTA.  China is one of the member countries of RCEP, which is under negotiation.
5	EU	Euro	0.81	0.89	-8.87	DP	No FTA at present. India-EU BTIA is under negotiation
6	UK	British Pound	0.71	0.77	-7.79	DP	No FTA at present. India-EU BTIA is under negotiation. Once BREXIT is implemented, there is possibility of separate FTA with UK.
7	Switzerland	Swiss Franc	0.95	1.00	-5	DP	No FTA at present India-EFTA BTIA is under negotiation
8	Taiwan	Taiwan New Dollar	29.14	30.83	-5.47	DP	No FTA at present
9	Turkey	Turkish Lira	3.94	5.60	-29.63	DP	Turkey gives GSP benefits
10	Mauritius	Mauritian Rupee	33.95	36.27	-6.38	DP	No FTA at present

11	UAE	Emirati Dirham	3.67	3.67	0.00	No AP/DP	No FTA at present. India-GCC FTA is under negotiation
12	Nepal	Nepalese Rupee	104.6	111.36	-6.07	DP	SAFTA
13	Kenya	Kenyan Shilling	101.00	100.80	0.20	AP	No FTA at present
14	Viet Nam	Vietnamese Dong	22820	23203.00	-1.65	DP	India-ASEAN  Viet Nam is one of the member countries of RCEP, which is under negotiation
15	Jordan	Jordanian Dinar	0.71	0.71	0.00	No AP/DP	No FTA at present
16	Pakistan	Pakistani Rupee	115.65	140.87	-17.90	DP	SAFTA
17	Qatar	Qatari Riyal	3.64	3.66	-0.55	DP	No FTA at present. India-GCC FTA is under negotiation.
18	Uruguay	Uruguayan Peso	28.39	33.78	-15.96	DP	India-MERCOSUR PTA
19	Iraq	Iraqi Dinar	1184	1200.84	-1.40	DP	No FTA at present
20	South Korea	South Korean Won	1070.5	1135.40	-5.72	DP	APTA  and  India-S.Korea CEPA  S. Korea is one of the member countries of RCEP, which is under negotiation
21	Mexico	Mexican Peso	18.2	19.45	-6.42	DP	No FTA at present

22	Japan	Japanese Yen	106.43	110.92	-4.05	DP	India-Japan CEPA  Japan is one of the member countries of RCEP, which is under negotiation.
23	Saudi Arabia	Saudi Arabian Riyal	3.75	3.75	0.00	No AP/DP	No FTA at present.  India-GCC FTA is under negotiation.
24	Australia	Australian Dollar	1.3	1.41	-7.80	DP	No FTA at present. India-Australia CECA is under negotiation Australia is one of the member countries of RCEP, which is under negotiation
25	New Zealand	New Zealand Dollar	1.38	1.47	-6.12	DP	No FTA at present. India-New Zealand FTA is under negotiation New Zealand is one of the member countries of RCEP, which is under negotiation
26	South Africa	South African Rand	11.86	14.55	-18.49	DP	No FTA at present.  India-SACU PTA is under negotiation
27	Brazil	Brazilian Real	3.31	3.90	-15.12	DP	India-MERCOSUR PTA
28	India	Indian Rupee	65.18	69.16	-5.75	DP	NA

[Source: Appreciation and depreciation of currencies are calculated based on Exchange Rates of 01.04.2018 and 31.03.2019. Exchange rates are taken from <https://economictimes.indiatimes.com/markets/forex> Note: AP – Appreciation | DP – Depreciation]

**Abbreviations referred in table:**

- APTA - Asia Pacific Trade Agreement
- ASEAN - Association of Southeast Asian Nations



- BTIA - Broad Based Trade and Investment Agreement (BTIA)
  - CECA - Comprehensive Economic Cooperation Agreement
  - CEPA - Comprehensive Economic Partnership Agreement (CEPA)
  - FTA - Free Trade Agreement (FTA)
  - GCC - Gulf Cooperation Council (GCC)
  - NA – Not Applicable
  - RCEP - Regional Comprehensive Economic Partnership (RCEP)
  - SACU - Southern African Customs Union (SACU)]
- If currency of a country depreciates, import becomes costlier against USD.
  - If currency of country appreciates, import becomes cheaper against USD.
  - If Indian currency is depreciating, gains of currency depreciation can be passed on to the buyer (importer). But if the importing country's currency depreciates more than Indian currency (in case of export from India) then even after passing gains due to depreciation by Indian exporter to the importer, landed cost of import still remain higher. Here, FTA helps. FTAs/PTAs/CECAs/CEPAs provide preferential treatment to Indian Origin Goods in Export market, which makes landed cost of import cheaper.
  - Exporters of the SHEFEXIL's products therefore have to study their export markets in terms of currency appreciation and depreciation along with tariff preferences available under FTAs/PTAs/CECAs/CEPAs.

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