

Analysis of SHEFEXIL Product Exports: October, 2018



SHEFEXIL

TREND IN OVERALL EXPORTS

India's merchandise exports during October 2018 were valued at US \$ 26.94 Billion, as compared to US\$ 22.89 billion during October 2017. This registers a positive growth of 17.69% in dollar terms. Exports were valued at Rs. 1,98,440.39crore in October 2018 as compared to Rs.1,48,962.64 croreduring October 2017. Hence, in Rupee terms export increased by 33.21%. However, cumulatively, exports grew during April-October 2018-19 as compared to April- October 2017-18 by 12.94% in dollar terms and 21.41% in rupee terms. The growth may be mainly because of rupee depreciation during July and October 2018.

As compared to total exports made in September 2018 (USD 27.93 billion), exports in October 2018 (USD 26.94 billion) decreased merely by 3.54%.

TREND IN SHEFEXIL PRODUCT EXPORTS

India's export of SHEFEXIL products valued at USD 156.48million during October2018 (FY 2018-19) as against USD 127.94million during October2017 (FY 2017-18), registering positive growth of 22.31%.

Cumulative exportof SHEFEXIL products during April-October2018-19 also recorded a growth of 14.60% over the same period last year, by securing exports of USD 1197.71million as against USD 1045.16million during April – October2017-18.

As compared to total exports of Shefexil products made in September 2018 (USD 163.19million), exports in October2018 (USD 156.48million) decreased by 4.11%.

There was a significant growth in terms of quantity in October 2018, as it grew by 31.77% when compared to October 2017. However cumulative exports increasedduring April-October 2018-19 as compared to April- October 2017-18 by3.82% only.

The quantity of exports increased in all the panels in October 2018 as compared to October 2017 except OVM products. However, cumulative exports saw a decline in quantity exported for FVOC and VSE products.

KEY FACTS

- SHEFEXIL's exports valued at USD 156.48 millionin October2018, registering positive growth of 22.31% as compared to exports made in October2017.
- As compared to exports made in Sep.2018, exports in Oct. 2018 have decreased by 4.11% in value terms.
- As compared to the quantity of exports made in October 2017, exports made in October 2018 increased by 31.77%.
- Monthly and Cumulative Exports of all panels grew positivelyin terms of value except PPP, OVM
- Monthly and Cumulative Exports of SLBP grew significantly in FY 2018-19 in terms of value
- Monthly Exports of all the Panels except OVM increased in terms of quantity
- Cumulative Exports saw a decline in quantity exported for FVOC and VSE products

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 Oct. 2018 as compared to exports made in Oct. 2017.

Cumulative Exports - Exports made in April-Oct. 2018-19 as compared to exports made in April-Oct. 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
Monthly Exports							
October, 2017	4.46	35.14	4.94	24.10	3.18	56.12	127.94
October, 2018	5.90	44.06	4.13	21.92	4.99	75.48	156.48
% Growth in October 2018 as compared to October 2017	32.29	25.38	-16.40	-9.05	56.92	34.50	22.31
Cumulative Exports							
April-October 2017 – 2018	36.38	352.25	32.98	182.01	18.17	423.37	1045.16
April-October 2018 – 2019	45.09	399.43	29.77	189.33	24.41	509.68	1197.71
% Growth in Apr-Oct. 2018-19 (as compared to Apr-Oct. 2017-18)	23.94	13.39	-9.73	4.02	34.37	20.39	14.60

(Source: DGCI&S)

- Overall monthly export of SHEFEXIL products in October 2018 increased by 22.31% in value terms, as compared to October 2017.
- Month-on-month exports – Export in October 2018 decreased by 4.11% as compared to export made in September 2018 in value terms.
- Overall cumulative export of all SHEFEXIL products increased by 14.60% in Apr-October 2018-19, in value terms, as compared to Apr-October 2017-18.

Table 1.1: 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
Monthly Exports							
October, 2017	3719.16	29381.25	7658.65	7019.27	647.90	8998.20	57424.43
October, 2018	4151.70	32529.17	5503.14	8598.39	912.51	23972.65	75667.56
% Growth in October 2018 (as compared to October 2017)	11.63	10.71	-28.14	22.50	40.84	166.42	31.77
Cumulative Exports							
APRIL,2017 - October,2018	45581.24	282235.58	44540.61	61303.16	3972.69	85434.19	523067.47
APRIL,2018 - October,2019	40273.63	298220.03	52307.64	65459.97	4973.16	81834.57	543069.00
% Growth in Apr-Oct 2018-19 (as compared to Apr- Oct 2017-18)	-11.64	5.66	17.44	6.78	25.18	-4.21	3.82

(Source: DGCI&S)

- Overall monthly export of SHEFEXIL products in October 2018 increased by 31.77% in terms of quantity, as compared to October 2017.
- Month-on-month exports – Export in October 2018 increased by 5.88% as compared to export made in September 2018.
- Overall cumulative export of SHEFEXIL products increased by 3.82% in Apr-October 2018-19, as compared to Apr-October 2017-18 in terms of quantity.

Table 2: Panels which recorded positive growth of 10% or more(During October 2018 over October2017)

(Values in USD Million)

PANEL	October-17	October-18	Growth%
Fixed Vegetable Oil & Cake (FVOC)	4.46	5.90	32.29
Vegetable Saps & Extracts (VSE)	56.12	75.48	34.50
Guar Gum (GG)	35.14	44.06	25.38
Shellac & Lac Based Products (SLBP)	3.18	4.99	56.92

(Source: DGCI&S)

Segments that performed well in October 2018 vis--a--vis October 2017 (in Value Terms)

Out of 6, 4 panels recorded positive growth, in value terms. Panels, which recorded notable growth, and the growth rate, are shown below:

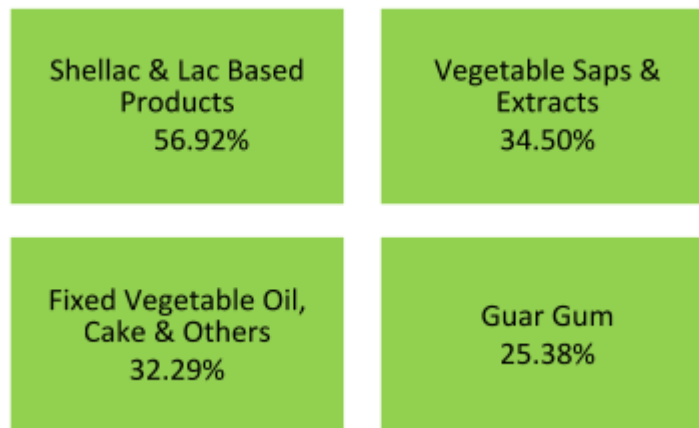


Table 2.1: Panels which recorded positive growth of 10% or more(October 2018 vis--a--visOctober 2017)

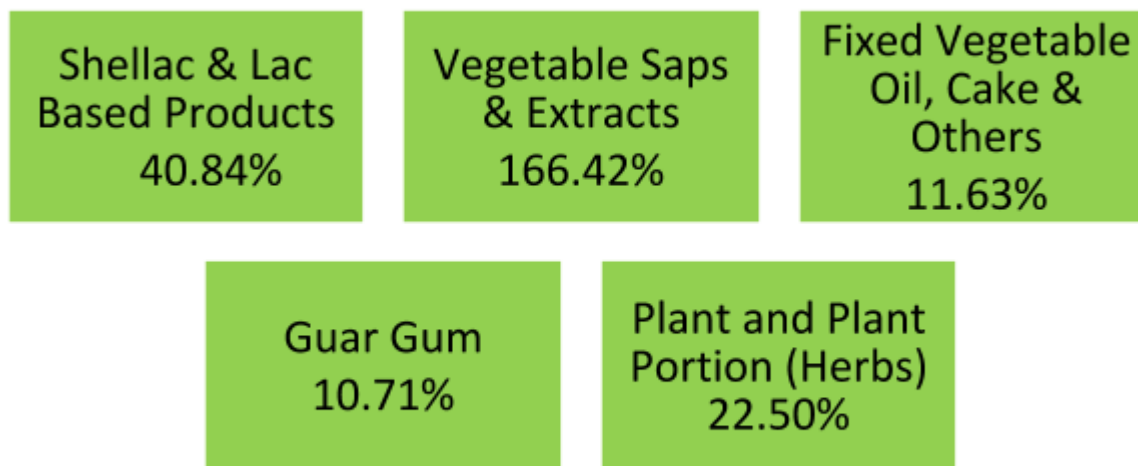
(QTY in MT)

PANEL	October-17	October-18	Growth%
Vegetable Saps & Extracts (VSE)	8998.20	23972.65	166.42
Shellac & Lac Based Products (SLBP)	647.90	912.51	40.84
Fixed Vegetable Oil, Cake & Others (FVOC)	3719.16	4151.70	11.63
Guar Gum (GG)	29381.25	32529.17	10.71
Plant and Plat Portions (PPP)	7019.27	8598.39	22.50

(Source: DGCI&S)

Segments that performed well in October 2018 vis--a--visOctober 2017 (in Quantity Terms)

Out of 6, 5 panels recorded a positive growth, in terms of quantity. Panels, which recorded notable growth, and the growth rate, are shown below:



Top 25 Countries of SHEFEXILProducts

- USA continues to be the top export destination for SHEFEXIL products. USA's percentage share in India's total export of SHEFEXIL products is 35.52% in Apr-October 2018-19.
- Other top export markets in Apr-October 2018-19 with their percentage share in total exports of SHEFEXIL products are (belonging to top 10 export markets)China (6.96%), Germany (6.06%), Hong Kong (5.69%), UK (2.84%), Japan (2.74%), Netherland (2.66%), Russia(2.59%), Iran (2.22%) and Norway (2.14%). In other words, exports are largely concentrated in USA.

Top 25 countries account for 89.01% of total Shefexil product exports during April-October 2018-19, in value terms.

- Panel-wise Top Export Markets are listed in Table 3 as under:

Table 3 - Panel-wise Top 25 export markets(sorted based on exports made in April –October2018-19 – in value terms)(Values in USD Million) (QTY in MT)

1. Fixed Vegetable Oil Cake & Others (FVOC)

Rank	Export market	Oct 2017		Oct 2018		APR-OCT 2017-18		APR-OCT 2018-19	
		QTY.	VAL.	QTY.	VAL.	QTY.	VAL.	QTY.	VAL.
1	U S A	388.38	0.73	553.15	1.20	3628.99	6.66	5120.09	9.36
2	MEXICO	37.60	0.05	302.85	0.69	539.60	0.84	1954.33	3.99
3	IRAN	96.71	0.26	42.01	0.07	583.43	1.27	1412.49	2.99
4	ITALY	165.05	0.25	323.42	0.76	870.42	1.61	1445.24	2.75
5	KOREA RP	608.22	0.17	275.33	0.09	10590.26	2.85	7890.28	1.91
6	JAPAN	258.22	0.08	199.52	0.12	2068.06	1.46	1834.19	1.74
7	MALAYSIA	85.91	0.12	103.76	0.23	958.85	1.38	1069.06	1.73
8	AUSTRALIA	82.52	0.19	91.21	0.26	480.59	1.09	753.40	1.68
9	U ARAB EMTS	84.82	0.15	161.00	0.34	677.33	1.21	831.98	1.67
10	CHINA P RP	225.00	0.29	0.01		1743.11	0.81	941.96	1.59

11	NETHERLAND	186.09	0.37	102.38	0.21	1061.85	1.51	1026.15	1.56
12	U K	63.51	0.16	101.27	0.28	839.08	1.93	497.71	1.24
13	SINGAPORE	30.75	0.06	73.01	0.21	209.31	0.67	344.19	1.13
14	FRANCE	61.94	0.27	65.91	0.18	214.56	0.60	283.51	0.98
15	CANADA	16.70	0.01	40.61	0.12	143.61	0.58	333.18	0.86
16	SRI LANKA DSR	27.37	0.07	39.92	0.13	312.86	0.59	631.18	0.85
17	BANGLADESH PR	471.32	0.11	456.50	0.13	13958.93	3.97	3129.43	0.82
18	NEPAL	86.28	0.08	486.60	0.09	1192.78	0.40	3732.01	0.77
19	SPAIN	23.95	0.05	3.44	0.01	200.56	0.43	267.94	0.63
20	THAILAND	0.84	0.00	150.22	0.16	126.00	0.19	477.61	0.59
21	TAIWAN	95.72	0.08	0.00	0.00	1030.29	1.11	770.59	0.58
22	NEW ZEALAND	0.35	0.00	25.49	0.03	156.45	0.25	320.61	0.55
23	GERMANY	126.70	0.21	1.60	0.00	501.01	0.70	190.66	0.47
24	OMAN	22.78	0.00	17.08	0.03	106.86	0.20	178.53	0.38
25	BHUTAN	29.39	0.01	186.24	0.06	49.65	0.05	1075.69	0.36
TOTAL EXPORT OF FVOC TO TOP 25 EXPORT MARKETS		3276.12	3.77	3802.53	5.40	42244.44	32.36	36512.01	41.18
TOTAL EXPORTS OF FVOC PANEL TO ALL EXPORT MARKETS		3719.19	4.34	4151.86	5.80	45581.50	36.10	40273.99	44.86

2. Guar Gum (GG)

Rank	Export market	Oct -17		Oct -18		APR- OCT 2017-18		APR- OCT 2018-19	
		QTY.	VAL.	QTY.	VAL.	QTY.	VAL.	QTY.	VAL.
1	U S A	10805.01	17.46	9522.89	16.16	127816.40	195.62	104816.20	180.75

2	CHINA P RP	1090.05	1.49	4725.50	6.84	13009.03	16.92	25420.00	35.82
3	RUSSIA	1398.00	2.22	2397.00	4.07	14757.45	22.73	15760.75	27.66
4	NORWAY	6526.00	3.63	4698.00	2.85	44597.00	24.55	40649.88	24.91
5	GERMANY	1381.50	2.01	1273.31	2.35	11917.85	16.14	13214.18	22.04
6	ARGENTINA	195.00	0.33	693.00	1.27	5790.05	8.18	8639.00	15.22
7	NETHERLAND	1323.20	0.99	1647.50	1.05	12864.20	8.65	23149.53	14.77
8	U K	1497.10	1.05	804.00	0.87	7800.17	5.93	14303.60	10.99
9	ITALY	690.10	0.57	785.41	1.01	6071.70	5.23	8004.66	7.48
10	CANADA	626.00	0.95	403.00	0.68	6283.04	9.47	3300.99	5.76
11	CHILE	116.00	0.18	1216.00	0.70	796.40	1.18	7146.00	4.89
12	BRAZIL	213.00	0.39	355.00	0.63	1692.93	2.94	2328.75	4.57
13	JAPAN	78.68	0.23	162.13	0.45	2030.62	3.64	1334.35	3.68
14	AUSTRALIA	283.20	0.43	276.00	0.40	1726.76	2.64	2173.45	3.52
15	FRANCE	326.00	0.44	240.10	0.19	1151.01	1.61	2636.63	2.92
16	INDONESIA	59.00	0.07	256.00	0.41	2082.15	2.17	1648.93	2.73
17	IRAN	0.00	0.00	119.00	0.19	590.00	0.82	1404.70	2.69
18	MEXICO	148.50	0.24	120.00	0.20	1226.50	1.98	1200.80	1.95
19	SWITZERLAND	20.00	0.03	40.00	0.06	1143.00	1.48	1160.00	1.83
20	SOUTH AFRICA	80.00	0.10	207.00	0.31	968.79	1.18	1242.00	1.82
21	DENMARK	0.00	0.00	60.00	0.10	4112.00	2.71	1772.00	1.82
22	POLAND	0.00	0.00	528.00	0.45	1020.00	1.03	2048.90	1.78
23	MALAYSIA	26.00	0.04	164.88	0.30	630.86	0.97	967.30	1.73
24	THAILAND	252.03	0.19	158.00	0.24	1351.05	1.43	1252.86	1.64
25	GREECE	940.00	0.45	220.00	0.14	2110.00	1.03	2600.00	1.50

TOTAL EXPORT OF GUAR GUM TO TOP 25 EXPORT MARKETS	28074.37	33.49	31071.72	41.92	273538.96	340.23	288175.46	384.47
TOTAL EXPORTS OF GUAR GUM TO ALL EXPORT MARKETS	29381.27	35.13	32529.19	44.01	282235.61	352.24	298220.10	399.46

3. Other Vegetable Materials (OVMs)

Ran kkk kkk kkk	Export market	Oct-17		Oct -18		APR- OCT 2017-18		APR- OCT 2018-19	
		QTY.	VAL.	QTY.	VAL.	QTY.	VAL.	QTY.	VAL.
1	CHINA P RP	3723.20	1.54	32.50	0.06	21754.52	10.77	14785.08	5.56
2	JAPAN	634.50	0.48	1143.00	0.77	5408.18	4.55	7036.59	4.89
3	SRI LANKA DSR	314.50	1.06	310.05	0.96	1612.82	5.42	1457.03	4.23
4	BANGLADESH PR	671.14	0.17	1271.60	0.39	4308.06	1.32	10775.76	3.06
5	U S A	225.94	0.09	145.31	0.33	651.33	0.54	1509.82	1.56
6	SAUDI ARAB	355.41	0.19	575.68	0.30	3133.56	1.46	2611.02	1.27
7	U K	35.22	0.05	101.70	0.14	514.27	1.00	632.57	0.94
8	PAKISTAN IR	78.92	0.27	47.93	0.12	562.49	1.76	567.54	0.91
9	NEPAL	120.64	0.17	43.14	0.06	369.03	0.43	636.39	0.76
10	MALAYSIA	29.82	0.05	46.08	0.07	132.61	0.25	252.04	0.53
11	GERMANY	63.14	0.11	38.78	0.05	163.99	0.33	298.07	0.52
12	U ARAB EMTS	122.98	0.09	195.58	0.12	670.88	0.51	758.95	0.52
13	KOREA RP	13.20	0.04	210.02	0.09	116.54	0.45	1171.51	0.48
14	MYANMAR	0.00	0.00	0.00	0.00	0.25	0.00	50.10	0.39
15	SPAIN	39.30	0.05	16.55	0.03	123.87	0.27	154.89	0.36

16	BHUTAN	639.20	0.03	860.52	0.04	640.70	0.04	6688.70	0.34
17	QATAR	0.00	0.00	49.26	0.03	107.44	0.05	553.88	0.31
18	VIETNAM SOC REP	34.70	0.06	20.70	0.04	102.84	0.13	173.02	0.27
19	AUSTRALIA	9.90	0.05	3.75	0.02	119.78	0.15	106.72	0.19
20	KUWAIT	259.30	0.08	113.01	0.05	1005.38	0.36	443.56	0.19
21	SOUTH AFRICA	0.00	0.00	8.21	0.01	28.54	0.05	92.18	0.15
22	RUSSIA	25.02	0.05	25.60	0.04	63.19	0.09	71.88	0.13
23	AUSTRIA	0.00	0.00	6.70	0.02	9.68	0.04	52.41	0.12
24	NETHERLAND	23.55	0.01	38.05	0.03	343.41	0.22	101.52	0.12
25	TURKEY	37.53	0.02	0.00	0.00	302.10	0.27	96.60	0.12
TOTAL EXPORT OF OVMs TO TOP 25 EXPORT MARKETS		7457.11	4.66	5303.72	3.77	42245.46	30.46	51077.83	27.92
TOTAL EXPORTS OF OVMs TO ALL EXPORT MARKETS		7658.67	4.91	5503.18	4.04	44540.76	32.89	52307.77	29.68

4. Plant & Plant Portion (PPP)

Rank	Export market	Oct-17		Oct -18		APR- OCT 2017-18		APR- OCT 2018-19	
		QTY.	VAL.	QTY.	VAL.	QTY.	VAL.	QTY.	VAL.
1	U S A	1469.57	6.84	1927.25	7.14	11357.79	52.58	15969.46	57.62
2	GERMANY	901.17	4.03	1014.50	2.31	6143.31	26.83	6896.34	22.27
3	VIETNAM SOC REP	582.99	1.13	675.93	1.31	5717.32	8.25	7287.65	18.55
4	PAKISTAN IR	261.93	0.86	320.39	0.90	1530.20	4.37	2796.94	8.82

5	CHINA P RP	216.53	0.69	398.01	1.48	1557.08	4.37	2568.62	8.45
6	ITALY	131.38	0.90	297.01	1.50	1327.63	8.62	1414.85	7.37
7	U K	119.78	0.65	156.27	0.68	1196.55	5.50	1178.29	5.96
8	AUSTRALIA	103.48	0.62	36.32	0.18	860.57	4.04	851.74	4.30
9	BELGIUM	216.15	0.98	119.00	0.40	885.45	3.66	1075.59	3.56
10	FRANCE	99.15	0.35	112.81	0.61	893.36	4.11	771.42	3.32
11	JAPAN	124.03	0.37	67.52	0.29	848.29	3.26	738.75	3.23
12	U ARAB EMTS	438.34	0.56	301.58	0.31	3344.17	4.26	2344.46	2.66
13	KOREA RP	67.01	0.44	104.70	0.35	633.47	3.12	736.07	2.63
14	BANGLADESH PR	49.81	0.11	243.86	0.26	1509.35	3.00	1236.22	2.53
15	CANADA	80.50	0.37	137.39	0.37	586.03	2.19	805.86	2.34
16	MALAYSIA	48.32	0.25	81.37	0.24	697.99	2.85	683.15	2.33
17	IRAN	0.00	0.00	68.00	0.12	1454.32	2.94	1197.26	2.28
18	MEXICO	122.00	0.23	155.50	0.19	875.74	2.46	833.70	1.85
19	NETHERLAND	318.51	0.32	188.19	0.22	2834.90	3.27	1378.33	1.59
20	SAUDI ARAB	177.35	0.28	130.69	0.10	1315.98	1.63	1286.02	1.55
21	AFGHANISTAN TIS	40.00	0.29	42.25	0.14	298.10	2.34	269.36	1.51
22	SPAIN	87.35	0.49	86.19	0.25	486.44	1.84	456.10	1.45
23	PHILIPPINES	74.50	0.11	209.63	0.21	1590.74	1.58	1121.52	1.42
24	IRELAND	20.00	0.17	2.00	0.01	136.25	1.13	188.31	1.41
25	AUSTRIA	41.28	0.28	65.39	0.16	353.83	2.01	322.82	1.27
TOTAL EXPORT OF 'PPP' TO TOP 25 EXPORT		5791.13	21.32	6941.75	19.73	48434.86	160.21	54408.83	170.27

TOTAL EXPORTS OF 'PPP' TO ALL EXPORT MARKETS	7019.37	23.96	8598.51	21.83	61303.60	181.78	65460.61	189.04
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5. Shellac & Lac Based Products (SLBP)

Rank	Export market	Oct-17		Oct -18		APR- OCT 2017-18		APR- OCT 2018-19	
		QTY.	VAL.	QTY.	VAL.	QTY.	VAL.	QTY.	VAL.
1	BANGLADESH	147.55	0.62	191.70	0.77	861.00	3.64	1113.65	4.53
2	U S A	131.05	0.46	262.93	0.99	474.55	1.73	989.20	3.87
3	CHINA P RP	24.00	0.54	70.00	1.15	207.23	1.58	162.60	3.14
4	PAKISTAN	171.95	0.65	151.53	0.49	813.01	2.99	826.75	3.06
5	GERMANY	15.30	0.06	56.25	0.22	506.10	2.08	455.86	1.97
6	SWITZERLAND	0.00	0.00	20.00	0.63	46.00	1.09	46.00	1.60
7	IRAQ	25.00	0.10	0.00	0.00	212.00	0.79	337.00	1.31
8	INDONESIA	12.00	0.06	24.00	0.09	181.20	0.77	166.20	0.69
9	U K	12.25	0.09	12.50	0.11	49.25	0.38	85.69	0.67
10	EGYPT A RP	0.00	0.00	24.00	0.08	167.75	0.61	166.08	0.60
11	SPAIN	48.00	0.27	12.00	0.04	70.00	0.39	113.43	0.49
12	CANADA	24.00	0.09	24.00	0.10	95.63	0.33	96.45	0.39
13	ITALY	24.00	0.10	11.00	0.05	82.00	0.34	90.70	0.38
14	FRANCE	0.20	0.02	12.00	0.08	14.20	0.11	30.45	0.34
15	HAITI	0.00	0.00	10.50	0.05	34.25	0.14	64.00	0.31
16	JAPAN	0.00	0.00	0.00	0.00	24.70	0.10	40.28	0.17
17	MEXICO	0.00	0.00	0.00	0.00	0.00	0.00	12.00	0.14
18	KENYA	6.00	0.03	0.00	0.00	12.00	0.05	18.00	0.09

19	SAUDI ARAB	0.00	0.00	0.00	0.00	2.05	0.01	69.50	0.08
20	TURKEY	1.50	0.01	0.00	0.00	15.35	0.07	13.45	0.08
21	TANZANIA	0.00	0.00	20.00	0.07	0.00	0.00	20.00	0.07
22	SOUTH AFRICA	0.50	0.01	0.50	0.01	6.00	0.05	7.50	0.06
23	KOREA RP	0.20	0.00	2.00	0.03	4.15	0.05	5.40	0.06
24	BRAZIL	1.00	0.03	0.00	0.00	11.08	0.07	4.08	0.04
25	URUGUAY	0.00	0.00	0.00	0.00	0.00	0.00	6.00	0.04
TOTAL EXPORT OF 'SLBP' TO TOP 25 EXPORT		644.50	3.14	904.91	4.94	3889.48	17.40	4940.25	24.19
TOTAL EXPORTS OF 'SLBP' TO ALL EXPORT MARKETS		647.91	3.18	912.51	4.99	3972.70	17.99	4973.16	24.41

6. Vegetable Saps & Extracts (VSE)

Rank	Export market	Oct-17		Oct -18		APR- OCT 2017-18		APR- OCT 2018-19	
		QTY.	VAL.	QTY.	VAL.	QTY.	VAL.	QTY.	VAL.
1	U S A	905.54	23.32	771.68	23.04	6139.47	147.78	6240.44	172.31
2	HONG KONG	19.91	0.39	15530.75	9.03	100.54	1.59	15711.50	67.89
3	CHINA P RP	977.77	4.06	814.03	2.95	7320.51	28.03	8043.60	28.85
4	GERMANY	328.71	3.48	325.21	3.14	2400.19	21.66	2088.42	25.35
5	SINGAPORE	80.56	0.85	103.11	2.35	796.25	9.18	1140.07	19.44
6	JAPAN	210.97	3.92	329.16	2.49	2326.55	16.46	2159.83	19.05
7	IRAN	78.78	0.13	143.48	9.57	467.74	65.03	319.18	18.65
8	FRANCE	68.71	2.02	101.06	2.58	1061.55	10.55	678.79	16.43
9	U K	293.04	1.80	250.71	2.42	3095.82	11.99	2202.76	14.24
10	NETHERLAND	164.58	0.75	92.55	2.04	1454.75	10.90	953.95	13.78
11	KOREA RP	415.74	1.08	293.15	0.84	3633.85	8.65	2535.57	10.51

12	U ARAB EMTS	289.45	0.60	181.56	0.84	2844.57	6.49	1551.75	7.08
13	AUSTRALIA	168.18	1.09	112.69	1.44	1077.39	6.88	455.50	7.02
14	MAURITIUS	5.55	0.00	4.50	0.00	161.05	0.14	70.18	6.73
15	INDONESIA	197.21	0.38	292.89	1.44	2008.22	2.38	2137.43	5.98
16	BRAZIL	187.26	1.16	92.86	0.85	931.65	4.13	654.31	5.32
17	ITALY	76.95	1.47	100.57	0.37	1167.24	4.90	537.09	5.08
18	SPAIN	137.93	0.67	34.73	0.55	725.63	5.22	569.52	4.62
19	THAILAND	50.57	0.46	213.48	0.81	480.43	3.18	911.53	3.68
20	VIETNAM SOC REP	785.80	0.42	232.12	0.45	14022.29	6.96	7040.81	3.46
21	TAIWAN	432.36	0.54	622.68	0.61	3283.65	2.93	2497.63	3.39
22	SOUTH AFRICA	263.68	0.36	254.32	0.36	1917.06	2.42	2007.52	3.00
23	CANADA	78.95	0.72	57.08	0.25	585.35	2.59	460.05	2.89
24	MEXICO	57.20	0.21	119.95	0.34	391.27	1.50	598.12	2.78
25	NIGERIA	16.33	0.32	13.83	0.39	233.67	1.14	195.10	2.53
TOTAL EXPORT OF 'VSE' TO TOP 25 EXPORT MARKETS		6291.73	50.20	21088.15	69.15	58626.69	382.68	61760.65	470.06
TOTAL EXPORTS OF 'VSE' TO ALL EXPORT MARKETS		8998.55	55.76	23973.03	75.08	85435.04	422.91	81835.42	509.22

(Source: DGCI&S)

Region Wise Exports Trend recorded in April –October2018-19vis---a---visApril – October2017-18
[Refer Annex-IV and Table 4]

- **NORTH AMERICA**–Positive growth is registered in 5 out of 6 Panels during April-October 2018-19 in terms of value, except for export of GG whose exports slumped by 8.99%in April-October2018-19 as compared to April-October2017-18.

There is also Positive growth is registered in 5 out of 6 Panels during April-October 2018-19 in terms of quantity, except for export of GG whose exports slumped by 19.22% in April- October 2018-19 as compared to April-October 2017-18.

- **EU** –Except for PPP, all the other Panels registered a positive growth in value terms during April-October 2018-19 as compared to Apr-October 2017-18. However, export of PPP slumped by 17.65%. Export of products under the Panels VSE, PPP and OVM declined in terms of quantity by 25.01%, 4.51% and 6.49% respectively.

PPP was the only Panel which registered a negative growth in terms of both value as well as quantity.

- **NE ASIA**—All the Panels registered a positive growth in terms of value during April-October 2018-19 as compared to April-October 2017-18, except for FVOC and OVM which registered a negative growth of 7.14% and 30.60% respectively. Export of VSE grew significantly during April-October 2018-19 as compared to Apr-October 2017-18 by 124.92% in terms of value.

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

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

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

- **ASEAN** — Export of products covered by all panels except SLBP, registered positive growth in terms of value, during April-October 2018-19 as compared to Apr-October 2017-18, with highest growth in export of OVM product. Positive growth was registered in Panels PPP, FVOC and OVM in terms of quantity from April-October 2018-19 as compared to Apr- October 2017-18.

- **LATIN AMERICA** –Export of products covered by all panels except PPP registered positive growth in value terms, during April-October 2018-19 as compared to Apr-October 2017-18. Export of VSE and PPP products declined by 18.79% and 0.57% respectively in terms of quantity during April- October 2018-19 as compared to Apr- October 2017-18.

- **CIS** –Export of products covered by all panels registered positive growth in value terms during April-October 2018-19 as compared to April- October 2017-18. However, negligible export is registered in SLBP products in both the periods –i.e. April-October 2018-19 and Apr-October 2017-18. Quantity of exports of VSE, PPP and OVM products decreased by 22.54%, 41.47% and 1% respectively between April- October 2018-19 as compared to April- October 2017-18.

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

Quantity of exports declined for all the Panels, except for SLBP and OVM, as there is increase of exports in terms quantity by 15.92% and 168.53% respectively in SLBP and OVM panels.

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

Export of all the products except for VSE and OVM showed a positive growth in terms of quantity exported during April- October 2018-19 as compared to Apr- October 2017-18.

Even though export of VSE products decreased by 17.46% in terms of quantity, it increased significantly by 106.73% in terms of value during April- October 2018-19 as compared to Apr- October 2017-18.

Table 4:Region-wise export of SHEFEXIL Products in April – October 2017-18, April – October2018-19 and % Growth April-October 2018-19 over April – October2017-18.

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

SR. NO.	PANEL	REGION	APR.-OCT. 2017-18		APR.-OCT. 2018-19		% Growth in APR.-OCT. 2018-19 over APR.-OCT. 2017-18	
			Qty. in Thousand	Values in USD Million	Qty. in Thousand	Values in USD Million	Qty. in Thousand	Values in USD Million
1	VEGETABLE SAPS & EXTRACTS	NORTH AMERICA	7,116.09	151.87	7,298.61	177.98	2.56	17.19
		EU	11667.64	71.09	8749.99	85.63	-25.01	20.45
		NE ASIA	16713.44	57.94	31016.26	130.32	85.58	124.92
		WEST AND EAST ASIA	9763.12	84.29	6860.61	38.43	-29.73	-54.41
		ASEAN	18452.9	25.46	12296.69	37.22	-33.36	46.19
		LATIN AMERICA	1464.83	7.72	1189.58	8.46	-18.79	9.59
		CIS	845.72	3.21	655.09	3.57	-22.54	11.21
		SOUTH ASIA	6624.35	5.88	6010.71	5.74	-9.26	-2.38
		AFRICA	6169.3	8.32	5092.44	17.2	-17.46	106.73
		OTHERS	6617.65	7.13	2665.44	4.67	-59.72	-34.50
		TOTAL VEGETABLE SAPS & EXTRACTS	85,435.04	422.91	81,835.42	509.22	-4.21	20.41
2	GUAR GUM & EXTRACTS	NORTH AMERICA	135325.94	207.07	109317.99	188.46	-19.22	-8.99
		EU	49457.48	45.01	71072.38	67.06	43.70	48.99

		NE ASIA	15993.75	22.16	27545.66	40.95	72.23	84.79
		WEST AND EAST ASIA	4448.33	6.72	5548.79	9.83	24.74	46.28
		ASEAN	4563.16	5.28	4463.93	7.09	-2.17	34.28
		LATIN AMERICA	8650.81	12.92	18528.25	25.39	114.18	96.52
		CIS	15137.54	23.34	16165.55	28.38	6.79	21.59
		SOUTH ASIA	386.31	0.6	129.37	0.28	-66.51	-53.33
		AFRICA	1684.79	2.23	2508.85	3.95	48.91	77.13
		OTHERS	46587.5	26.91	42939.33	28.07	-7.83	4.31
		TOTAL GUAR GUM & EXTRACTS	282,235.61	352.24	298,220.10	399.46	5.66	13.41
3	PLANT & PLANT PORTION	NORTH AMERICA	12819.56	57.23	17609.02	61.81	37.36	8.00
		EU	15787.86	62.99	15075.49	51.87	-4.51	-17.65
		NE ASIA	3774.94	11.68	4569.02	15.43	21.04	32.11
		WEST AND EAST ASIA	9104.07	15.77	7821.94	13.13	-14.08	-16.74
		ASEAN	9208.26	15.42	10535.4	25.09	14.41	62.71
		LATIN AMERICA	920.95	2.67	915.67	2.63	-0.57	-1.50
		CIS	389.96	0.67	228.25	0.7	-41.47	4.48
		SOUTH ASIA	7736.38	12.53	6811.9	15.08	-11.95	20.35
		AFRICA	936.57	1.87	1480.93	2.51	58.12	34.22
		OTHERS	625.05	0.95	412.99	0.79	-33.93	-16.84
		TOTAL PLANT & PLANT PORTION	61,303.60	181.78	65,460.61	189.04	6.78	3.99
4	FIXED VEGETABLE OIL, CAKE & OTHERS	NORTH AMERICA	4312.2	8.08	7407.6	14.21	71.78	75.87
		EU	3926.86	7.25	3948.39	8.08	0.55	11.45

		NE ASIA	15454.58	6.3	11447.39	5.85	-25.93	-7.14
		WEST AND EAST ASIA	3368.97	5.23	4415.41	8.4	31.06	60.61
		ASEAN	1492.37	2.66	2280.08	3.69	52.78	38.72
		LATIN AMERICA	114.8	0.35	172.18	0.56	49.98	60.00
		CIS	29.14	0.16	72.64	0.25	149.28	56.25
		SOUTH ASIA	15695.06	5.08	9441.64	2.86	-39.84	-43.70
		AFRICA	987.69	0.59	1076.2	0.93	8.96	57.63
		OTHERS	199.83	0.4	12.46	0.03	-93.76	-92.50
		TOTAL FIXED VEGETABLE OIL, CAKE & OTHERS	45,581.50	36.10	40,273.99	44.86	-11.64	24.27
5	SHELLAC & LAC BASED PRODUCTS	NORTH AMERICA	570.18	2.06	1097.65	4.40	92.51	113.46
		EU	723.05	3.32	777.65	3.85	7.55	15.75
		NE ASIA	243.51	1.78	212.89	3.39	-12.57	90.87
		WEST AND EAST ASIA	235.69	0.98	412.97	1.44	75.22	47.19
		ASEAN	190.70	0.85	169.63	0.71	-11.05	-16.29
		LATIN AMERICA	80.13	0.43	84.78	0.48	5.80	10.35
		CIS			0.10	0.00	100.00	100.00
		SOUTH ASIA	1674.01	6.62	1940.50	7.60	15.92	14.71
		AFRICA	192.09	0.76	217.55	0.86	13.25	13.13
		OTHERS	63.35	1.18	59.45	1.68	-6.16	42.17
		TOTAL SHELLAC & LAC BASED PRODUCTS	3,972.70	17.99	4,973.16	24.41	25.18	35.67
6	OTHER VEGETABLE MATERIALS	NORTH AMERICA	709.8	0.68	1590.69	1.69	124.10	148.53
		EU	1665.42	2.63	1557.31	2.71	-6.49	3.04

		NE ASIA	27345.52	15.88	23038.16	11.02	-15.75	-30.60
		WEST AND EAST ASIA	5546.32	2.96	4671.22	2.69	-15.78	-9.12
		ASEAN	410	0.58	643.81	1.4	57.03	141.38
		LATIN AMERICA	16.64	0.1	25.47	0.11	53.06	10.00
		CIS	104.48	0.15	103.44	0.19	-1.00	26.67
		SOUTH ASIA	7496.16	9.05	20129.46	9.31	168.53	2.87
		AFRICA	943.2	0.58	438.42	0.41	-53.52	-29.31
		OTHERS	303.22	0.28	109.79	0.15	-63.79	-46.43
		TOTAL OTHER VEGETABLE MATERIALS	44,540.76	32.89	52,307.77	29.68	17.44	-9.76
	GRAND TOTAL	GRAND TOTAL	523,069.21	1,043.91	543,071.05	1,196.67	3.82	14.63

(Source: DGCI&S)

ANNEXES:

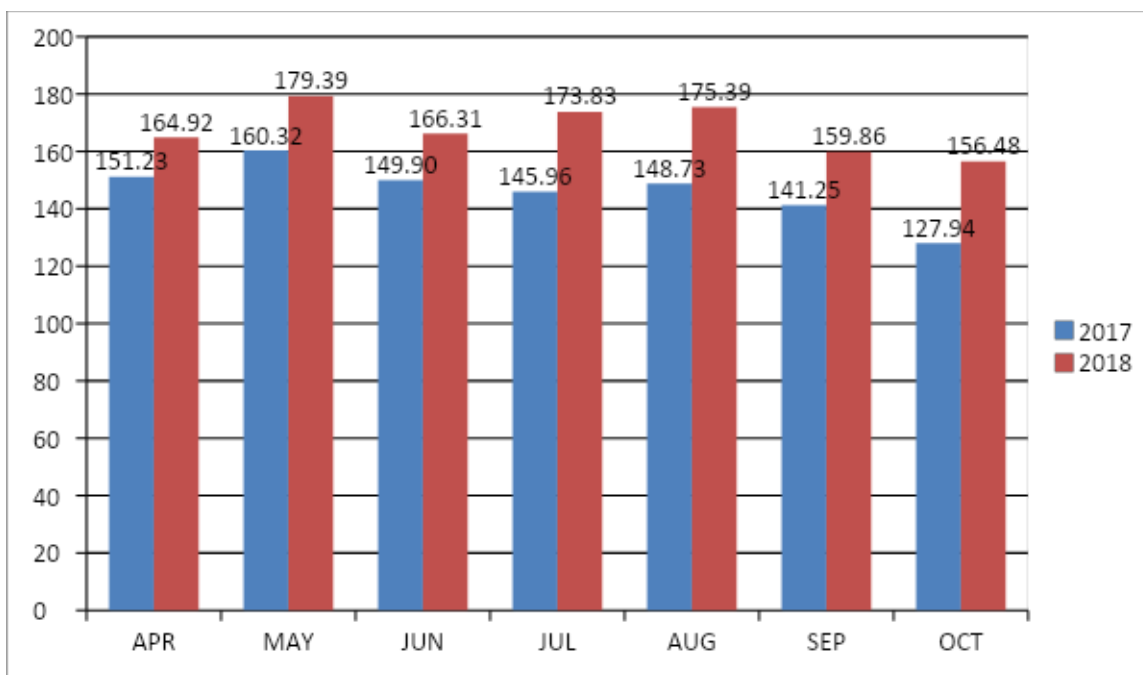
- Annex – I : Graphical presentation indicating the trend of Shefexil product exports based on the absolute value of exports registered in April–October 2018-19 vis –a – vis April–October 2017-18.
- Annex – II: Table indicating the trend of Shefexil product exports during October 2018 vis-a-vis October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

Annex--I

Trend of Shefexil Exports

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

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



(Source: DGCI&S)

Report of Export Growth in SHEFEXIL's Product Panels:

[Values in USD Million]

PANEL	Fixed Vegetable Oil Cake & Others	Guar Gum	Other Vegetable Materials	Plant & Plant Portion	Shellac & Lac Based Products	Vegetable Saps & Extracts	Total
APRIL 2017	5.44	63.7	5.98	22.87	0.02	53.22	151.23
APRIL 2018	5.52	57.88	3.87	25.61	0.38	71.47	164.92
MAY 2017	5.15	66.74	4.51	28.16	0.3	55.46	160.32
MAY 2018	5.62	72.7	4.66	32.9	0.41	63.1	179.39
JUNE 2017	4.56	50.57	3.74	27.81	0.22	63	149.90
JUNE 2018	5.88	54.26	4.15	30.16	0.11	71.55	166.31
JULY 2017	4.49	40.61	4.29	26.03	0.01	70.53	145.96
JULY 2018	6.62	54.52	5.03	25.18	1.04	81.44	173.83
AUGUST 2017	4.46	49.32	4.93	25.08	3.39	65.76	148.73
AUGUST 2018	6.93	61.28	4.28	27.30	3.39	75.54	175.39
SEPTEMBER 2017	5.81	46.15	4.58	25.40	2.68	59.29	141.25
SEPTEMBER 2018	6.85	54.72	3.33	24.49	2.69	71.11	159.86
OCTOBER 2017	4.46	35.14	4.94	24.10	3.18	56.12	127.94

OCTOBER 2018	5.90	44.06	4.13	21.92	4.99	75.48	156.48
APRIL- OCTOBER 2017-18	36.38	352.25	32.98	182.01	18.17	423.37	1045.16
APRIL- OCTOBER 2018-19	45.09	399.43	29.77	189.33	24.41	509.68	1197.71

(Source: DGCI&S)

Annex--II

Trend in Shefexil Product Panel Exports in October2018& for April-October2018-19 (Values in USD Million)

SL. NO.	PANNEL	OCTOBER, 2017	OCTOBER, 2018	% GROWTH IN OCTOBER. 2018 OVER OCTOBER. 2017	APRIL-OCTOBER 2017-18	APRIL-OCTOBER 2018-19	% GROWTH IN APR- OCT 2018-19 OVER APR-OCT 2017-18
1	Vegetable Saps & Extracts	56.12	75.48	34.50	423.37	509.68	20.39
2	Guar Gum	35.14	44.06	25.38	352.25	399.43	13.39
3	Plant and Plant Portion (HERBS)	24.10	21.92	-9.05	182.01	189.33	4.02
4	Fixed Vegetable Oil, Cake & Others	4.46	5.90	32.29	36.38	45.09	23.94
5	Shellac & Lac Based Products	3.18	4.99	56.92	18.17	24.41	34.37
6	Other Vegetable Materials	4.94	4.13	-16.40	32.98	29.77	-9.73
	Total Exports of SHEFEXIL Products	127.94	156.48	22.31	1045.16	1197.71	14.60

(Source: DGCI&S)

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

Rank	Export Markets	Apr-Oct. 2017-18 Qty. in MT	Apr-Oct. 17-18 Value USD Mn	Apr-Oct. 2018-19 Qty. in MT	Apr-Oct.18-19 Value USD Mn	% Growth in Apr-Oct. 2018-19 Qty. in MT	% Growth in Apr-Oct.18-19 Value USD Mn
1	U S A	150068.53	404.91	134645.21	425.47	-10.28	5.08
2	CHINA P RP	45591.48	62.48	51921.86	83.41	13.89	33.49
3	GERMANY	21632.45	67.74	23143.53	72.62	6.99	7.19
4	HONG KONG	293.38	1.99	15810.51	68.11	5289.09	3328.34
5	U K	13495.14	26.73	18900.62	34.04	40.05	27.32
6	JAPAN	12706.40	29.47	13143.99	32.76	3.44	11.18
7	NETHERLAND	18559.11	24.55	26609.48	31.82	43.38	29.61
8	RUSSIA	15845.39	25.77	16473.07	31.02	3.96	20.38
9	IRAN	3161.10	70.13	4334.43	26.63	37.12	-62.03
10	NORWAY	49481.90	27.37	41692.10	25.63	-15.74	-6.36
11	FRANCE	3379.40	17.14	4421.89	24.07	30.85	40.42
12	ITALY	9533.32	20.73	11533.53	23.14	20.98	11.60
13	VIETNAM SOC REP	20079.94	15.70	15058.76	22.83	-25.01	45.48
14	SINGAPORE	1120.68	10.29	1621.49	21.00	44.69	104.07
15	AUSTRALIA	4283.09	14.94	4341.31	16.71	1.36	11.88
16	ARGENTINA	6078.54	9.34	8813.49	16.58	44.99	77.43
17	KOREA RP	15549.82	16.08	12814.21	16.47	-17.59	2.41
18	PAKISTAN IR	4431.64	10.47	6928.48	14.57	56.34	39.21
19	U ARAB EMTS	7859.95	13.11	6034.71	12.90	-23.22	-1.59

20	BANGLADESH PR	21629.92	13.30	17637.51	12.40	-18.46	-6.71
21	CANADA	7745.13	15.27	5060.26	12.34	-34.67	-19.20
22	BRAZIL	3044.78	8.16	3582.81	11.41	17.67	39.91
23	MEXICO	3040.11	6.81	4616.09	10.74	51.84	57.70
24	INDONESIA	4809.59	6.04	4628.67	10.53	-3.76	74.34
25	SPAIN	2213.65	8.83	3274.01	8.99	47.90	1.80
Total exports to Top 25 export markets		445634.42	927.35	457042.00	1066.20	2.56	14.97
Total Export to all export markets		523067.47	1045.16	543069.00	1197.71	3.82	14.59
% Share of export to top 25 export market in Total exports to all export markets		85.2	88.72	84.16	89.01		

(Source: DGCI&S)

Annex--IV
Region- Wise Export Trend (% Growth)

SR. NO.	PANEL	REGION	% Growth in APR.-OCT. 2018-19 over APR.-OCT. 2017-18	
			Qty. in Thousand	Values in USD Million
1	VEGETABLE SAPS & EXTRACTS	NORTH AMERICA	2.56	17.19
		EU	-25.01	20.45
		NE ASIA	85.58	124.92
		WEST AND EAST ASIA	-29.73	-54.41
		ASEAN	-33.36	46.19
		LATIN AMERICA	-18.79	9.59
		CIS	-22.54	11.21

		SOUTH ASIA	-9.26	-2.38
		AFRICA	-17.46	106.73
		OTHERS	-59.72	-34.50
		TOTAL VEGETABLE SAPS & EXTRACTS	-4.21	20.41
2	GUAR GUM & EXTRACTS	NORTH AMERICA	-19.22	-8.99
		EU	43.70	48.99
		NE ASIA	72.23	84.79
		WEST AND EAST ASIA	24.74	46.28
		ASEAN	-2.17	34.28
		LATIN AMERICA	114.18	96.52
		CIS	6.79	21.59
		SOUTH ASIA	-66.51	-53.33
		AFRICA	48.91	77.13
		OTHERS	-7.83	4.31
		TOTAL GUAR GUM & EXTRACTS	5.66	13.41
3	PLANT & PLANT PORTION	NORTH AMERICA	37.36	8.00
		EU	-4.51	-17.65
		NE ASIA	21.04	32.11
		WEST AND EAST ASIA	-14.08	-16.74
		ASEAN	14.41	62.71
		LATIN AMERICA	-0.57	-1.50
		CIS	-41.47	4.48
		SOUTH ASIA	-11.95	20.35

		AFRICA	58.12	34.22
		OTHERS	-33.93	-16.84
		TOTAL PLANT & PLANT PORTION	6.78	3.99
4	FIXED VEGETABLE OIL, CAKE & OTHERS	NORTH AMERICA	71.78	75.87
		EU	0.55	11.45
		NE ASIA	-25.93	-7.14
		WEST AND EAST ASIA	31.06	60.61
		ASEAN	52.78	38.72
		LATIN AMERICA	49.98	60.00
		CIS	149.28	56.25
		SOUTH ASIA	-39.84	-43.70
		AFRICA	8.96	57.63
		OTHERS	-93.76	-92.50
				TOTAL FIXED VEGETABLE OIL, CAKE & OTHERS
5	SHELLAC & LAC BASED PRODUCTS	NORTH AMERICA	92.51	113.46
		EU	7.55	15.75
		NE ASIA	-12.57	90.87
		WEST AND EAST ASIA	75.22	47.19
		ASEAN	-11.05	-16.29
		LATIN AMERICA	5.80	10.35
		CIS	100.00	100.00
		SOUTH ASIA	15.92	14.71
		AFRICA	13.25	13.13

		OTHERS	-6.16	42.17
		TOTAL SHELLAC & LAC BASED PRODUCTS	25.18	35.67
6	OTHER VEGETABLE MATERIALS	NORTH AMERICA	124.10	148.53
		EU	-6.49	3.04
		NE ASIA	-15.75	-30.60
		WEST AND EAST ASIA	-15.78	-9.12
		ASEAN	57.03	141.38
		LATIN AMERICA	53.06	10.00
		CIS	-1.00	26.67
		SOUTH ASIA	168.53	2.87
		AFRICA	-53.52	-29.31
		OTHERS	-63.79	-46.43
		TOTAL OTHER VEGETABLE MATERIALS	17.44	-9.76
		GRAND TOTAL	3.82	14.63

(Source: DGCI&S)

Annex--V

Report on Exchange Rate Volatility during April –October2018-19

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 – October2018-19.

Sl. No.	Country	Currency Name	1 st Apr., 2018	31 st Oct., 2018	AP/DP (%)	Net Result – AP/DP	India's FTA with these Countries
1	Afghanistan	Afghan Afghani	70.05	75.01	-6.61	DP	SAFTA

2	Bangladesh	Bangladeshi Taka	84.10	83.98	0.14	AP	SAFTA
3	Chile	Chilean Peso	604.92	697.17	-13.23	DP	India –Chile PTA
4	China	Chinese Yuan	6.29	6.98	-9.89	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	0.88	-7.95	DP	No FTA at present. India-EU BTIA is under negotiation
6	UK	British Pound	0.71	0.78	-8.97	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	0.96	1.01	-4.95	DP	No FTA at present
8	Taiwan	Taiwan New Dollar	29.14	30.95	-5.85	DP	No FTA at present
9	Turkey	Turkish Lira	3.94	5.60	-29.64	DP	Turkey gives GSP benefits
10	Mauritius	Mauritian Rupee	33.95	35.77	-5.09	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	104.60	118.77	-11.93	DP	SAFTA since 01.07.2006
13	Kenya	Kenyan Shilling	101.00	102.05	-1.03	DP	No FTA at present
14	Viet Nam	Vietnamese Dong	22820.00	23349.00	-2.27	DP	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	135.00	-14.33	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	32.83	-13.52	DP	India-MERCOSUR PTA
19	Iraq	Iraqi Dinar	1184.00	1190.00	-0.50	DP	No FTA at present
20	South Korea	South Korean Won	1070.50	1140.15	-6.11	DP	APTA since 22.07.2005 and India-S.Korea CEPA since 01.01.2010. S. Korea is one of the member countries of RCEP, which is under negotiation
21	Mexico	Mexican Peso	18.20	20.37	-10.65	DP	No FTA at present
22	Japan	Japanese Yen	106.43	113.05	-5.86	DP	India-Japan CEPA since 01.08.2011. 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	1.30	1.41	-7.80	DP	No FTA at present. Australia is one of the member countries of RCEP, which is under negotiation
25	New Zealand	New Zealand Dollar	1.38	1.53	-9.80	DP	No FTA at present. New Zealand is one of the member countries of RCEP, which is under negotiation
S26	South Africa	South African Rand	11.86	14.77	-19.70	DP	No FTA at present. India-SACU PTA is under negotiation
27	Brazil	Brazilian Real	3.31	3.73	-11.26	DP	India-MERCOSUR PTA

28	India	Indian Rupee	65.18	73.96	-11.87	DP	NA
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[Source:Appreciation and depreciation of currencies are calculated based on Exchange Rates of 01.04.2018 and 31.10.2018. Exchange rates are taken from <https://economictimes.indiatimes.com/markets/forex>Note: AP – Appreciation | DP – Depreciation]

Abbreviations referred in table:

- APTA - Asia Pacific Trade Agreement
- ASEAN - Association of Southeast Asian Nations
- BTIA - Broad Based Trade and Investment Agreement (BTIA)
- CECA - Comprehensive Economic Cooperation Agreement
- CEPA - Comprehensive Economic Partnership Agreement (CEPA)
- FTA - Free Trade Agreement (FTA)
- GCC - Gulf Cooperation Council (GCC)
- RCEP - Regional Comprehensive Economic Partnership (RCEP)
- SACU - Southern African Customs Union (SACU)]

- 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.

Reasons for decline in exports of some panels to some countries

As compared to Apr-Oct 2017, exports of SHEFEXIL products have increased in Apr-Oct 2018, however monthly exports of some panels have decreased in some countries. For e.g. export of Guar Gum has decreased in USA.

For concrete reasons of decline in exports, field research has to be conducted. Unless exporters are not vocal about what difficulties they are facing in exporting SHEFEXIL products, problems faced at micro level cannot be identified and thus solutions cannot be given.

Generic reasons for decline in exports are:

- Decline in the exports of Guar Gum to USA:

Guar Gum is the top most exported commodity of SHEFEXIL. USA is the top most buyer of Guar Gum from India, however, Guar Gum exports to USA has decreased by 7.60% in Apr-Oct 2018 as compared to Apr-Oct 2017.

In USA, shale gas extraction is increasing since many years. Guar Gum is used as thickening agent for extraction of oil & shale gas. It is used for hydraulic fracturing, a technique to extract oil and natural gas trapped in shale rock. However, now American oil drilling industry is using cheaper fracturing material such as Slick Water instead of Guar Gum. Therefore, there is a great amount of decrease in the demand of Guar Gum from USA and it has resulted into less import of Guar Gum by USA from India.

- Nature of products under SHEFEXIL's purview and its direct consumption:

Products under SHEFEXIL's purview are of low value and direct consumption of such products is very low. Hence overall demand itself is low.

- Non-availability of accurate data due to mismatch in Classification:

SHEFEXIL's product lines are mostly classified under "others" category, hence measuring exact exports to World or to specific countries is very difficult task. Further, Indian Classification System differs a lot from the same of other countries. In India, we might have specific codes for SHEFEXIL's products but in other countries, since such plants are not grown, they do not have specific classification. Hence buyer insists to use generic HS Code instead of specific HS Code and that is why there are more chances of getting biased trade statistics, than the accurate ones.

- China – the biggest competitor:

China is the biggest competitor for India. China is one of the largest supplying countries and its contribution in imports by major import countries of SHEFEXIL products is the highest amongst other supplying countries. China is known for low prices but it is also known for channelizing exports from third countries where it has heavily invested. This gives China competitive advantage and thus competing with China is very tough. For example, China has invested in Africa region, from where it is sourcing its raw materials at discounted prices. Even if further processing is done in China and then exports are done from China, export prices are very low due to low cost inputs, subsidies and other financial aids given to the Chinese exporters.

- High reliance on USA and EU:

USA and EU are traditional export markets of India. However these economies are not growing due to global recession. China is USA's biggest sourcing point; hence competing in USA against China is difficult. EU

is a protectionist market. Exporting to EU requires compliance with stringent EU laws. It results into high cost of compliance, making it difficult for small exporters to export to EU countries.

- **Export of value added products made from SHEFEXIL's products:**

There is a potential for Export of value added products produced using medicinal plants or vegetation. This requires R&D, funds and Branding.
