****

**CAPEXIL**

**Minutes of the Second Meeting (2017-18) of**

**The Paper, Paper Board and Paper Products Panel of CAPEXIL**

**held on Tuesday, 19th December 2017 at“Convention Center”,**

**Bombay Exhibition Center, Goregaon (East), Mumbai**

**The list of attendees / participant panel members is enclosed as Annexure.**

At the outset, Shri Satish Kumar Malhotra, Chairman**,** Paper, Paper Board & Paper Products Panel of CAPEXIL welcomed all the present panel members and thanked them to make it convenient to attend the said panel meeting in such a large number for meaningful interaction in the interest of Indian Paper & Paper Products Industry in spite of their busy schedule.

Thereafter, all the present members were requested to introduce themselves & they have exchanged their business cards. All the Panel Members present also informed the house regarding their core business activity & their achievements in the export field too.

The Panel Chairman has taken a note of the same and appreciated their contribution to the growth story of the country as well as also stressed upon active participation by all the major exporters of Paper & Paper Products Industry in various International Trade Shows, Exhibitions, B2B Events, Delegation etc.

The Panel Chairman also insisted that Indian Exporters should put their dedicated efforts and focused approach for market penetration & execution of meaningful business events across the globe.

The members present discussed also about their expectations from MDA/MAI Schemes as well as their practical issues in order to get the benefit of these schemes in desired manner.

**They also requested the Govt. to give permission of MAI Event with less no. of participants and enhancement in financial assistance.**

Thereafter, the agenda items were taken up for discussions as under:

:2:

**Item No. 1:**

**Confirmation of the minutes of the 1st meeting (2017-18) of the Panel held on 02.11.2017 at Pragati Maidan, New Delhi during PAPEREX 2017.**

The Panel Chairman & Panel Officer informed the house that the minutes of the 1st meeting (2017-18) of the Panel were circulated to the members vide circular No. Capexil/NR/SS/1718/Paper/30 dated 7th December 2017.  Since no comments have been received, the minutes may be confirmed.

Mr. Tushar Lakhani, CEO of FFI International has proposed to confirm the minutes and seconded by Shri Mehul Desai of MOS (Mail Order Solutions India Pvt. Ltd.) / President of The Bombay Masters Printers’ Association (BMPA).

Accordingly, the house has unanimously passed the minutes of the First Meeting as confirmed and approved.

**Item No. 2:**

**Current status and trend of Exports of our panel products.**

The Panel Chairman briefed the present member exporters regarding the export performance of the Panel Products for the year 2016-17 vis-à-vis 2015-16 as well as 2017-18 (April to September) vis-à-vis corresponding period of 2016-17 i.e. April to September.

The present members have gone through export growth of each product segment. During the deliberation, the Panel Chairman informed the house that Indian Paper, Paper Board & Paper Products Industry is very dynamic and diverse in nature.

Panel members also opined that the sub products heads / product segments mentioned in the statistical table and being maintained by CAPEXIL is age old. Many of the products heads and HS Codes are not relevant in present scenario of Digital World and Hi Tech Products & Process. There has been lot of new development, new machineries, process updation, disruption in conventional way of manufacturing / production.

:3:

Thus, old formula, SION Norms, HS Codes etc. need to be changed and it has to be augmented in line with current time of quantum jump in R&D, Process Development, New Standards, Designs, Market Trends, Packaging etc.

During the discussion, many members also opined that in some of the world’s major market, there has been awareness of going local e.g. in Europe, most of the materials / products are being imported from Eastern Europe which give them competitive edge due to less transaction cost, logistic overhead, short delivery time, same business function and standards, local subsidies, incentives etc.

The Panel Chairman also opined that major chunk of Indian Exports of the Paper & Paper Products Panel is from export of simple papers instead of valued added paper products. Thus, the Indian Exporters should give more thrust on Value Added Products to establish long term export market for quality products and considerable foreign exchange earnings for the country. He also expressed his views that in the International Market, the customers preference for simple paper exports is less and for value added products is high.

The Present Panel Members have also discussed the future trend of exports in detail and subscribed the views of the Panel Chairman regarding the need of consistent quality, process up-gradation, boost on R&D Activities, Innovations & Competitive Pricing without compromising of quality, service, delivery or post export services.

**Item No. 3:**

**Govt. Schemes & initiatives for Export Promotion.**

The Panel Chairman has once again informed the house that during the last meeting, he had informed the participants that CAPEXIL has submitted a proposal to organize a Reverse Buyer-Seller Meet with 30 Importers at New Delhi during 4th and 5th December 2018 under MAI Scheme of Government of India.

The proposal is not yet approved.  Once the proposal is approved by the Government of India, the matter will be placed before the Panel for further discussion and organizing of the same for the overall benefits of the exporting community. Members have taken note of it.

:4:

Thereafter, the Panel Chairman in consultation with the present panel members have discussed in detail about the participation in the CAPINDIA’2018 Exhibition cum B2B Event to be organized by CAPEXIL during March, 2018 at Mumbai in association with CHEMEXCIL, PLEXCONCIL & Shefexcil under the Aegis of the Ministry of Commerce & Industry, Govt. of India.

The Panel Chairman informed the members that he has attended last Steering Committee Meeting of the CAPINDIA Event at the Ministry and it is the India’s Global Sourcing Show under the MAKE IN INDIA Initiative of Govt. of India. Paper, Paper Board & Paper Products are very much covered under the products profile of the Show.

There would be total 700 member exhibitors in the 3rd Edition of CAPINDIA’2018 Exhibition and 400 potential Foreign Buyers for Reverse Buyer Seller Meet (RBSM) coinciding with the Exhibition.

The Panel Chairman requested the panel members to actively participate in the said event in the large trade interest of the country in general and export promotion of Panel Member Exporters in particular. Some of the members opined that the Catalogue should prominently highlight Paper, Paper Products and Printing in the brochure and publicity materials of the said event i.e. in print as well as electronic / digital materials.Shri V. R. Chitalia, Director, CAPEXIL, Mumbai has briefed the present panel members regarding major highlights of the event, characteristics, benefits of participation etc. which panel members have noted and assured their active consideration.

He has also explained the MAI Scheme in detail for overseas events participation by the member exporters with support on their airfare, stalls @ very subsidized rates, possibility of direct connect and proper market outreach with target clients, B2B Delegations to the potential countries, Interactive Meetings with Overseas Chambers, Industry Associations etc. to promote Indian Exports across the globe especially for the benefit of MSME Sectors of Indian Economy.

Shri S. Sengupta, Joint Director and Panel Officer also briefed the house regarding MSME Schemes of State Govt. and possible financial assistance for the exporters on participating in the overseas trade fairs, exhibitions, B2B Meets etc.

During the discussion, some of the members have expressed their interest to organize B2B Meets in the foreign markets which are promising in the small group of 10 to 15 member exporters through CAPEXIL without Financial Assistance.

Shri Satish Malhotra, Panel Chairman has assured the members to render all possible support and assistance from the CAPEXIL end to organize such BSM / B2B Events under the guidance and support of Indian Diplomatic Missions, Chambers, Trade Bodies in the respective countries. He has asked the members to come out with such proposal and submit to the CAPEXIL for onward submission to the Ministry for their formal approval.

**Item No. 4:**

**Suggestions from members and expectations of our industry members, which could be taken up with the Ministry.**

The Panel Chairman has informed the house that during the last meeting of the Panel held at New Delhi on 2nd November 2017, Members mentioned about some problems being faced by them in their export endeavours.  The Chairman had requested them to send detailed note to CAPEXIL and on receipt of the same CAPEXIL will take necessary action.

Shri Mehul Desai of BMPA and some of the members of Mumbai Mudrak Sangh (MMS) has expressed their concerns about reclassification of their products under Services and explained difficulties being faced by exporting community to claim MEIS and other incentives under different schemes of Govt. of India.

Shri Satish Malhotra, Panel Chairman has advised the panel members to send their grievances and export constraints to Shri S. Sengupta, Panel Officer, CAPEXIL New Delhi Office under copy to him as panel chairman for their active follow up with all the concerned govt. authorities for amicable solutions of major issues in favour of the member exporters.

Shri Malhotra, Panel Chairman also advised the Western Region based members that they may send the representation to CAPEXIL Mumbai also which will be in turn forwarded to CAPEXIL New Delhi and to him for their kind perusal / necessary further action.

:6:

**Item No. 5:**

**Any other issues concerning the industry with the permission of the Chair.**

With permission of Chair, Shri Anand Limaye, MMS & AIFMA has raised the issue of possible imposition of Anti-Dumping Duty on Paper Manufacturers and requested the CAPEXIL and its Panel to protect the interest of member exporters by opposing such move.

At this juncture, Shri Satish Malhotra, Panel Chairman has assured the house for all possible support and help to safe guard the interest of our panel members which has been received with loud applause from the House. All the members have unanimously taken a very considered view of protesting such move and opposing any Anti-Dumping Case.

Thereafter, the Meeting ended with Vote of Thanks to the Chair.

#######