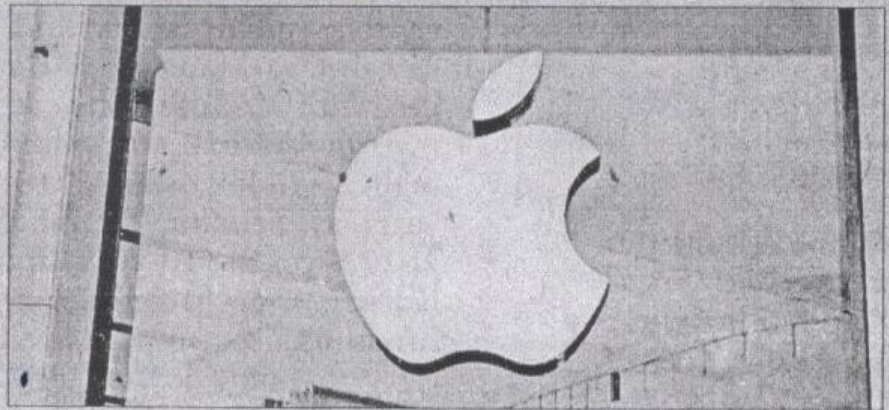


Apple's exports hit a new high in March

FINANCIAL EXPRESS dt. 12/4/23

At \$1.14 bn, beats own record \$1-bn exports mark in Dec 2022

RISHI RAJ
New Delhi, April 11



AHEAD OF OPENING its stores in India — in Mumbai and Delhi — which will be inaugurated by its CEO Tim Cook, Apple has made record exports of iPhones from India in March at \$1.14 billion. This is the highest-ever exports of smartphones from India by a single brand in a month, beating its own earlier \$1 billion mark that Apple had established in December 2022.

Apple's iPhones in India are manufactured by its three contract manufacturers — Foxconn Hon Hai, Pegatron and Wistron — through the production-linked incentive scheme. The \$1-billion plus export by Apple within one calendar month on two occasions — December 2022 and March 2023 — in one financial year, shows the success of smartphones as the flagbearer of the government's

STEADY INDIA GROWTH

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■ Apple, via its three vendors, is manufacturing and exporting iPhones 12, 13, 14 and 14+ models from India

ambitious PLI schemes which have been extended across 13 other sectors, officials said. Apple, via its three vendors, is manufacturing and exporting iPhones 12, 13, 14 and 14+ models from India.

The FY23 has seen a big jump in both mobile phone exports and electronics. At the end of the 11-month period in February 2023, electronics exports were up 61.57% in rupee terms, over the same

period last year. Nearly 46% of the electronics exports came from smartphones. The government has committed over ₹2 trillion across 14 PLI schemes — the largest of which is the Smartphone PLI with an initial outlay of ₹40,951 crore. Under the scheme, the government expects a total incremental production of ₹10.05 trillion, exports of ₹6.5 trillion, and direct and indirect jobs of up to 800,000 by 2026.

Cotton exports may hit 19-year low

BUSINESS LINE dt. 13/4/23

RECESSION IMPACT. Poor demand due to economic slowdown affects shipments; USDA pegs them at 23 lakh bales

Subramani Ra Mancombu
Chennai

Cotton exports will likely decline to a 19-year low this season (October 2022-September 2023) on poor demand for importing nations in view of the economic slowdown in the US and Europe.

According to the US Department of Agriculture (USDA) "Cotton: World Markets and Trade", Indian cotton exports are projected lower by 500,000 bales this month to 1.8 million (US bales of 227.72 kg or 23.05 lakh Indian bales of 170 kg), roughly equal to its import forecast.

"So far, only 9.5 lakh bales (170 kg) have been exported since the beginning of the season in October. I see exports not exceeding 20 lakh bales," said Anand Popat, a Rajkot-based trader in cotton, yarn and cotton waste.

MORE IMPORTS?

If Popat's estimates turn out to be true, then cotton



HOLDING BACK. The International Cotton Advisory Council said that farmers have been parting with their produce slowly this season, expecting better prices

shipments will drop to the lowest seen when Indian began planting genetically-modified cotton.

"Exports have historically exceeded imports by a significant margin, and the last time that imports exceeded exports was nearly

20 years ago," the USDA's report said. Data show that cotton exports in the 2004-05 season were 10 lakh bales after which shipments from the country surged to top 100 lakh bales in early 2010s.

The Cotton Association

of India, a body of traders, has estimated exports at 30 lakh bales against 43 lakh bales last season.

BANGLA ONLY BUYER

"Shipments of cotton this year have been minimal. Only Bangladesh seems to be buying some quantity. Other imports have not shown interest," said Ramanuj Das Boob, a sourcing agent for multinational companies in Karnataka's Raichur.

"One of the biggest drawbacks in exports this year is that China has not imported. It seems to be sourcing its needs locally. Even Bangladesh has imported less as it is facing foreign exchange problems," said Popat.

TO CONTINUE TILL H2

Prabhu Dhamodharan, Convenor, Indian Textile Exporters Federation, said demand for Indian cotton abroad may not pick up until the second half of the current fiscal.

"Export demand for cotton will be muted this year.

Capacity utilisation in other textile manufacturing countries is at lower levels and will inch up only gradually and move towards a steady state of business status in H2 of FY24," he said.

The International Cotton Advisory Council (ICAC) said cotton arrivals in India had been delayed, resulting in its production estimates being lowered twice. It has currently lowered Indian cotton production projections to 305.88 lakh bales.

"The arrival numbers have been unusually low, possibly because farmers — who so recently enjoyed near-record-high prices — are holding onto their cotton in the hope that prices, which have dropped recently, start to trend upward again," the ICAC said.

This season, farmers have been parting with their produce slowly expecting better prices. Their expectations stemmed from the record prices of ₹12,000 a quintal they fetched last season for *kapas* (unprocessed cotton).

ESG First Fund invests ₹16 cr in fruit exporter INI Farms

BUSINESSLINE dt. 13/4/23

Our Bureau

Bengaluru

ESG First Fund, managed by Aavishkaar Capital and set up in partnership with KfW, a German State-owned development bank, made its first investment of ₹16 crore (\$1.95 million) in INI Farms, an exporter of fruits and vegetables.

The \$250-million fund is focused on Asia and Africa with a mandate for generating superior environmental, social and governance (ESG) outcomes and financial returns alongside positive social impact, especially along the supply chains serving the European markets.

INI Farms exports fruit and vegetable crops through large-scale pan-India operations spanning contract farming, aggregation, and supply chain management; they serve food retailers globally. INI Farms is working closely with AgroStar, an agri-tech firm engaged with over five million farmers and a retail network of over 2,500 stores.

Purnima Khandelwal, CEO



and co-founder, INI Farms, said, "This investment will provide us with a great opportunity to grow multi-fold with expansion into the entire agriculture output business and leveraging our strong supply chain capabilities."

Abhishek Mittal, Partner-Credit, Aavishkaar Capital, said, "INI's Farms' continued commitment to deliver export-quality fruits and vegetables produced in an environmentally sustainable and socially inclusive manner and to exacting global standards, sets it apart to meet the growing demands of today's conscientious consumer."

Mobile phone exports top ₹90,000 cr in FY23

FINANCIAL EXPRESS - dt. 13/4/23

Surpasses estimated ₹75,000 crore, says industry body

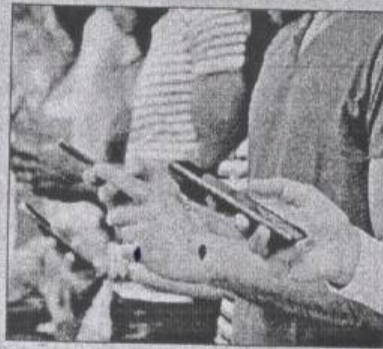
FE BUREAU
New Delhi, April 12

INDIA'S MOBILE PHONE exports doubled year-on-year to ₹90,000 crore in FY23, surpassing the estimated ₹75,000 crore, the India Cellular and Electronics Association (ICEA) said on Wednesday.

FE was the first to report on March 17 that exports will cross the targeted ₹75,000 crore mark, with Apple all set to export iPhones in excess of ₹37,000 crore.

"With the doubling of exports of smartphones to more than \$11 billion, India is well on its way to become a leader in the mobile device market of the world and play a major role in electronics exports. This is a major win for PM Narendra Modi's Make in India programme," said Union minister Ashwini Vaishnaw on the record smartphone exports from India.

A robust growth in the mobile phone exports was led by strong performance of Apple and Samsung, which got a boost from the production-linked incentive (PLI) scheme for mobile phones. With strong



BEATING ESTIMATES

■ Apple and Samsung, which got a boost from the production-linked incentive scheme for mobile phones

■ With strong growth during the year, mobile exports now account for 46% of overall electronic goods exports

growth during the year, mobile phone exports now account for 46% of the overall electronic goods exports, thereby playing a prominent role in India's electronics export market, ICEA said. The total exports of electronic goods in FY23 increased 58% YoY to estimated ₹1.85 trillion from ₹1.17 trillion in FY22.

"No economy or sector in the economy can become a great

and vibrant global economy without large exports. The mobile phone export juggernaut continues," said Pankaj Mohindroo, chairman, ICEA. "The outstanding performance of the PLI for mobile phones serves as an inspiration for other electronic segments to emulate this success in increasing manufacturing and exports," Mohindroo added.

For Apple, FY23 was the best in terms of growth in exports from India and contribution to the Made in India smartphone shipments. According to industry estimates, the company has surpassed exports worth ₹40,000 crore in FY23, which was a fourfold growth from the last year. In March, Apple made record exports of iPhones from India at \$1.14 billion (over ₹8,200 crore), surpassing its earlier record export in December 2022. According to the ICEA, the exports in FY23 was led by Apple and the top exporting destinations for mobile phones include the UAE, the US, Netherlands, the UK and Italy.

"By fostering a collaborative environment between the industry and the government, we can create new opportunities for growth and innovation, ultimately fulfilling the ambitious vision of \$300 billion for the electronics sector by 2025-26," Mohindroo said.

Fuel exports to Europe at record high

SUKALP SHARMA
New Delhi, April 16

AFTER FALLING TO a nine-month low in February, India's petroleum fuel exports—mainly diesel and aviation turbine fuel—to Europe surged to a multi-year high in March as the continent's demand rose due to refinery disruptions in France and in anticipation of lower production during the springtime refinery maintenance season.

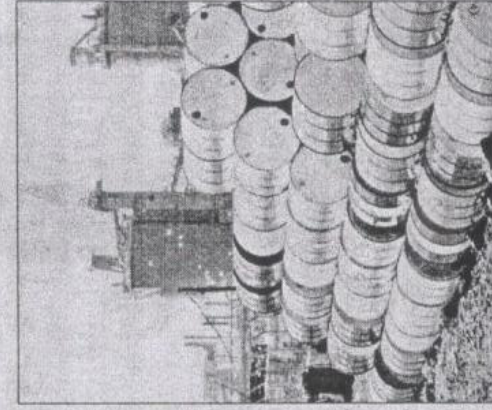
India's refined fuel exports to Europe shot up to an average of 385,547 barrels per day (bpd) in March from 169,196 bpd in February, and 276,068 bpd in January, as per data shared by energy cargo tracker Vortexa.

In the run-up to the European Union's ban on Russian refined fuels from February 5, Indian refiners, particularly private sector players, rushed to cater to the region. The same was true for other fuel

exporters like China and Saudi Arabia, as Russia was the EU's largest source of fuel and a ban on fuel imports meant that a lion's share of the supplies to the region would not be available anymore.

In February, however, fuel exports to the EU from India and other suppliers declined due to lower heating demand and high fuel inventory build-up in the region in the months leading up to the ban on Russian fuels. But in March, with most of French refinery capacity going offline due to worker strikes over the controversial pension reform bill and the continent gearing up for the spring maintenance season, which will see various refineries in the region undergoing maintenance shutdowns, traders began ramping up fuel imports again. Analysts believe that given the prevailing situation, the trend could continue going forward.

"The uptick in volume (of



fuel exports from India) also aligns with stronger loadings from Saudi Arabia and the US to Europe. With the ongoing French refinery strike and upcoming refinery maintenance in the region, higher clean product (refined petroleum product) imports by the region is expected," said Serena Huang, Vortexa's head of APAC Analysis.

As per Vortexa data, public sector refiners exported refined fuels to Europe in March, after

nil exports in January and February. Public sector refiners exported 55,636 bpd of refined fuels to Europe in March, accounting for 14.4 per cent of India's total fuel exports to the region. Private sector refiners—Reliance Industries Ltd and Nayara Energy Ltd—exported 329,911 bpd of fuels to Europe in March. Private sector refiners are marginal players in India's fuel retail market, which is predominantly controlled by public sector refiners. On the flipside, private refiners are major fuel exporters while their public sector counterparts export only a fraction of their fuel output. Robust fuel export volumes to Europe over the past months coincide with a ramp-up in import of discounted Russian crude by Indian refiners.

From being a marginal supplier of crude oil to India before the war in Ukraine, Russia dethroned heavyweights like Iraq and Saudi Arabia to

emerge as Delhi's biggest source of crude. The trend is significant on various counts. From the global oil markets perspective, suppliers like India are helping maintain a demand-supply balance, while preventing extreme price shocks. The EU does not want to buy crude as well as refined fuels and products from Russia.

Countries like India, which is a major oil refiner, are playing their part in bridging the gap by buying Russian oil on one hand, and increasing supply of refined products to the EU on the other. That is the primary reason why much of the West, which seemed annoyed at India's rising purchases of Russian oil, appears to be largely comfortable with India's rising supply of fuels to Europe. In the prevailing circumstances, India finds itself playing an increasingly prominent role in the global crude oil and refined products supply map.