

## Definitions for Nomination Form

**Note:** All information (financial, quantitative and qualitative) is to be provided for operations pertaining to gems and jewellery business only. The same holds true for companies involved in multiple businesses including gems & jewellery.

1. **Total number of employees** - refers to all permanent and contractual employees of the company, as defined by the Contract Labour (Regulation and Abolition) Act, 1970.
2. **Total Income**- refers to net sales + other income as stated in the company's annual report. Domestic sales refer to sale of products & services within India as stated in the company's annual report.
3. **Total Sales** - refers to Net Sales and includes Export sales + Domestic sales as stated in the company's annual report
4. **Export sales**- refers to F.O.B value of sales outside India as stated in the company's annual report. Deemed exports should not be considered as a part of export turnover. For exact definition of 'deemed exports', please refer Rules and Regulations. DDA exports should be considered as part of export turnover.
5. **Domestic Sales** - includes sales within India as stated in the company's annual report.
6. **Net profit**- refers to Profit after Tax as stated in the company's Annual Report.
7. **Total number of non-traditional export markets**- refers to the total number of products under gems & jewellery business operations exported to non-traditional markets outside India. **For the purpose of the awards all other countries, except following countries, will be considered as nontraditional markets: Belgium, Hong Kong, Japan, Israel, Thailand, UAE, UK and USA.**
8. For the purpose of calculation of **Value Addition**, committee decided as below:

$$\text{Value Addition} = \frac{(\text{Total Export Sales} + \text{Closing Stock}) - (\text{Opening stock} + \text{Total Purchase related to Exports})}{(\text{Opening stock} + \text{Total Purchase related to Exports})} \times 100$$

9. **Only direct physical exports effected by a firm itself will be considered for the purpose of awards** (which means that has Third Party exports as defined vide Para 2.42 of the FTP 2015-2020 should be excluded). In other words, third party exports such as through MMTC, STC etc. as otherwise permitted vide Para 9.60 of the FTP should not be included for the purpose of Council's awards.
10. **Deemed exports will not be considered as a part of total exports.** As per EXIM policy, deemed exports refers to those transactions in which goods supplied do not leave country, and payment for such supplies is received either in Indian rupees or in free foreign exchange. Following categories, under the Foreign Trade Policy, are considered as deemed exports -
  - Supply of goods against Advance Authorization / Advance Authorization for annual requirement / DFIA (Duty Free Import Authorization)
  - Supply of goods to EOUs (Export Oriented Units) or STPs (Software Technology Parks) or EHTPs (Electronics Hardware Technology Park) or BTPs (Bio Technology Parks)
  - Supply of goods to projects financed by multilateral or bilateral agencies / Funds as notified by Department of Economic Affairs (DEA), MoF under International Competitive Bidding (ICB) in accordance with procedures of those agencies / Funds, where legal agreements provide for tender evaluation without including customs duty; Supply and installation of goods and equipment (single responsibility of turnkey contracts) to projects financed by multilateral or bilateral agencies / Funds as notified

by DEA, MoF under ICB, in accordance with procedures of those agencies / Funds, which bids may have been invited and evaluated on the basis of Delivered Duty Paid (DDP) prices for goods manufactured abroad

- Supply of goods to any project or purpose in respect of which the MoF, by a notification, permits import of such goods at zero customs duty

11. Exports of Cut & Polished Diamonds from Bonded Warehouses/SEZ units as well as polished re-exports (Cut and Polished Diamonds Imported through customs from abroad including return shipment) from abroad should not be included while calculating the export figures of Cut & Polished Diamonds. Exports of rough diamonds also should not be included.
12. With respect to Cut and Polished Colored Gemstones (Precious and Semi-Precious), a statement giving payment realization of exports proceeds (in US Dollars and Indian Rupees) during the period April 2015 to March 2016 must be furnished.
13. In case of gold and silver Jewellery /articles, export made against gold / silver supplied including the value of gold in advance by foreign buyers, as per para 4.45 of Foreign Trade Policy 2015 - 2020, the exports made will be considered
14. Import of Polished diamond / Export of Rough Diamond including returned shipments relating to the year should be excluded for purposes of determining the net FOB value.
15. All exports made in terms of Policy provisions of 2015-20, with the exception of those specifically excluded in these rules as covered elsewhere, will be considered for award. Export performance figures should be in accordance with IT (HS) Code regulations. Therefore, the statement of export should include only those exports affected on outright sale basis during the financial year April 2015 to March 2016 and exports affected on consignment basis for which payments have been received during the year.
16. Export and Import of medallions will not be considered for consideration in total export figure.
17. Export of Jewellery and articles more than 22 ct will not be considered in total export turnover.
18. For the purpose of Exporter Award all other countries, except following countries, will be considered as Non-traditional markets: Belgium, Hong Kong, Japan, Israel, Thailand, UAE, UK and USA.