

Fashion Access Fair

■ Hong Kong October, 7-9, 2015

A Report by P.N.Pandey, AEPO, CLE, NR



Fashion Access is the only trade show for buyers of the “Made-Up” fashion tier in Asia held twice a year, Fashion Access - Fall Winter (held in March) and Fashion Access - Spring Summer (held in October) focus on top quality, yet affordably priced Original Equipment Manufacturers (OEM) & Original Design Manufacturers (ODM) products along with finished design-driven collections.

Fashion Access provides sources for fashion buyers, retailers, designers, wholesalers and Traders by offering finished fashion brands and established OEM suppliers on fashion accessories.

With a 30-year track record, Fashion Access is renowned for its distinct selection of handbags, fashion accessories, leather garments and with growing displays in footwear.

Hong Kong- A gateway to China

Hong Kong is the premier gateway to China one of the world’s largest trading economy. Hong Kong’s position – both geographical and geopolitical – makes it the logical first stop for overseas enterprises keen to access the Mainland and for Mainland businesses keen to go global.

As a node in a network, Hong Kong serves as a financial centre and business hub of the country. Hong Kong is extending co-operation with other Mainland municipalities in all areas, especially in terms of business, commerce, research and transportation links.

The Fashion Access Fair is happening in the Major Trading Hub "Hong Kong" of the mainland China.

Market Potential of China and Hong Kong:

China Import Potential:

As per ITC, Geneva Trade Statistics, China is the 8th largest importer of leather & leather products in the world. China is becoming a significant market for leather & leather products with its imports increasing from US\$ 4254.46 Million in 2009 to US\$ 7756.79 Million in 2013, growing at a CAGR of 16.20%

Out of China’s total leather import trade, the import share of various leather product categories are as under:

Finished Leather 57.47%

Footwear (leather & non-leather and footwear compts) 25.21%

Leather Garments 1.62%

Leather Goods & Accessories 15.68%

Saddlery & Harness 0.02%

Hence, China is a potential market for exports of finished leather, footwear, leather goods & accessories and leather garments.

India – China Leather Trade

India’s export of leather & leather products to China has increased from US\$ 48.57 mn in 2009 to US\$ 153.58 mn in 2013, growing at a CAGR of 33.35%. Presently, China accounts for a share of 9.49% in India’s total leather export trade of US\$ 6.50bn. Hence, there is enormous scope to further enhance India’s export of leather & leather products to China in the coming years.

China’s import of leather & leather products & India’s share (2009- 2013)

(Value in Mn US\$)

DETAILS	2009	2010	2011	2012	2013	2014
Leather						
Import	3021.79	3906.11	4061.32	4111.06	4457.76	
India's Export	45.97	69.02	98.05	98.97	123.29	153.77
% Share of India	1.52%	1.77%	2.41%	2.41%	2.77%	
Leather Footwear						
Import	431.47	573.12	901.41	1053.33	1208.38	
India's Export	1.39	2.42	5.00	8.10	14.51	22.45
% Share of India	0.32%	0.42%	0.55%	0.77%	1.20%	
Footwear Components						
Import	247.22	272.44	264.53	262.88	245.58	
India's Export	0.07	0.11	0.16	0.01	0.05	0.38
% Share of India	0.03%	0.04%	0.06%	0.00%	0.02%	
Leather Garments						
Import	42.39	66.93	127.53	143.18	125.82	
India's Export	0.26	0.22	12.47	8.29	4.63	2.47
% Share of India	0.61%	0.33%	9.78%	5.79%	3.68%	

Leather Goods						
Import	309.29	493.72	863.67	1131.69	1216.43	
India's Export	0.53	3.48	8.65	8.51	10.61	16.39
% Share of India	0.17%	0.70%	1.00%	0.75%	0.87%	
Saddlery & Harness						
Import	0.52	0.66	0.99	1.22	1.52	
India's Export	0.28	0.19	0.27	0.40	0.29	0.62
% Share of India	53.85%	28.79%	27.27%	32.79%	19.08%	
Non Leather Footwear						
Import	201.78	272.68	387.68	468.85	501.3	
India's Export	0.07	0.05	0.17	0.09	0.20	0.26
% Share of India	0.03%	0.02%	0.04%	0.02%	0.04%	
Total						
Import	4254.46	5585.66	6607.13	7172.21	7756.79	
India's Export	48.57	75.49	124.77	124.37	153.58	196.34
% Share of India	1.14%	1.35%	1.89%	1.73%	1.98%	

Source: China's Import - ITC Geneva / India's export DGCIS

Hong Kong Import Potential

As per ITC, Geneva Trade Statistics, Hong Kong is the 3rd largest importer of leather & leather products in the world. Hong Kong is becoming a significant market for leather & leather products with its imports increasing from US \$ 8007.85 Million in 2009 to US\$ 11590.70 Million in 2013, growing at a CAGR of 9.69%. Out of Hong Kong's total leather import trade, the import share of various leather product categories are as under:

- Finished Leather 28.69%
- Footwear (leather & non-leather and footwear component) 39.79%
- Leather Garments 1.85%
- Leather Goods & Accessories 29.56%

Saddlery & Harness 0.11%

Hence, Hong Kong is a potential market for exports of footwear, finished leather, leather goods & accessories and saddlery & harness.

India - Hong Kong Leather Trade

India's export of leather & leather products to Hong Kong has increased from US\$ 251.54 mn in 2009 to US\$ 471.54 mn in 2013, growing at a CAGR of 17.01%. Presently, India accounts for a share of 4.07% in Hong Kong's total leather import trade of US\$ 11590.70 mn. Hence, there is enormous scope to further enhance India's export of leather & leather products to Hong Kong in the coming years.

Hong Kong Import Of Leather & Leather Products And India Share 2009-2013)

(Value in Mn US\$)

DETAILS	2009	2010	2011	2012	2013	2014
Leather						
Import	2032.62	2768.61	3114.25	3075.57	3325.00	
India's Export	236.28	303.20	327.89	413.5	445.27	401.27
% of Share of India	11.62%	10.95%	10.53%	13.44%	13.39%	
Leather Footwear						
Import	2711.31	3222.86	3397.7	3239.95	3088.08	
India's Export	7.06	9.55	12.66	11.3	8.73	10.24
% of Share of India	0.26%	0.30%	0.37%	0.35%	0.28%	
Footwear Components						
Import	219.16	300.70	291.13	277.15	270.73	
India's Export	0.21	0.58	0.67	0.53	0.44	0.84
% of Share of India	0.10%	0.19%	0.23%	0.19%	0.16%	
Leather Garments						
Import	113.61	140.54	185.25	195.26	213.87	
India's Export	1.67	2.64	5.42	5.87	7.12	6.21
% of Share of India	1.47%	1.88%	2.93%	3.01%	3.33%	

Leather Goods						
Import	1650.64	2161.18	2934.81	3091.94	3426.37	
India's Export	5.77	8.71	11.49	9.75	9.68	7.33
% of Share of India	0.35%	0.40%	0.39%	0.32%	0.28%	
Saddlery & Harness						
Import	17.53	18.52	18.73	14.49	12.96	
India's Export	0.22	0.25	0.31	0.19	0.25	0.22
% of Share of India	1.25%	1.35%	1.66%	1.31%	1.93%	
Non Leather Footwear						
Import	1262.98	1453.19	1452.60	1329.39	1253.69	
India's Export	0.33	0.29	1.05	0.32	0.05	0.5
% of Share of India	0.03%	0.02%	0.07%	0.02%	0.00%	
Total						
Import	8007.85	10065.60	11394.47	11223.75	11590.7	
India's Export	251.54	325.22	359.49	441.46	471.54	426.61
% of Share of India	3.14%	3.23%	3.15%	3.93%	4.07%	

Source: Hong Kong Import-ITC Geneva/India's export DGCI&

Exhibitions: In fashion Access, Hong Kong gave an opportunity to the companies and buyers worldwide to preview spring/summer,2016 collection from 153 companies exhibited their products from 20 countries and regions. Fashion Access making 4 group pavilions including India, Korea, Malaysia and Singapore and 55 first time exhibitors from Brazil, China, France, Hong Kong, Japan, India, Japan, Korea, Malaysia, Thailand and Hong Kong exhibited the products Bags, Branded Fashion Accessories, Footwear, Garments, Small Leather Goods, Sustainable Products.

Exhibiting Companies by Country and Origin

Sl. No.	Country/ Region	No. of Company
1.	Australia	1
2.	Bangladesh	1
3.	Brazil	2
4.	Chain	48
5.	France	1
6.	Hong Kong	48
7.	India	15
8.	Indonesia	1
9.	Italy	4
10.	Japan	1
11.	Korea	11
12.	Lebanon	1
13.	Malaysia	2
14.	Pakistan	2
15.	Philippines	2
16.	Singapore	2
17.	Taiwan	2
18.	Thailand	2
19.	United Kingdom	1
20.	USA	1

Percentage of the exhibiting companies by product sector

Sl. No.	Product Sector	Percentage of Exhibiting Companies
1	Bags	51%
2	Footwear	27%
3.	Small Leather Goods and Accessories	11%
4.	Garments	5%
5.	Material and Components	3%
6	Trade Media and Association	3%
	Grand Total	100%

Council's India Pavilion

CLE, organized its participation with 15 participant with total space of 159 sq mtrs. in hall No. 3FG. At the Fashion Access, Hong Kong a newly renovated space under "Make in India" welcomed members companies of the Council for Leather Exports (CLE). A new setup with attractive design and innovative layout was provided Indian stands.

Sl. No.	Name of Company
1.	M/s. Bazaar Konnections, Delhi
2.	M/s. Chandan Exports Corporation, Mumbai
3.	M/s. Cosmique Global, Delhi
4.	M/s. D'Lords Footwear & Fashions Pvt. Ltd, Mumbai
5.	M/s. D.R. International, Delhi
6.	M/s. Ecoline, Delhi
7.	M/s.Fashion Folio, Delhi
8	M/s. HE International, Kanpur
9.	M/s. IRIS International
10	M/s. Nivedita Swarup, Delhi
11.	M/s. Pacific Global Exports, Delhi
12.	M/s. Promila & Company, Delhi
13.	M/s. Sahyog Exports Pvt. Ltd, Mumbai
14.	M/s. Siddharth Exports, Noida
15.	M/s. Ziss Enterprises Pvt. Ltd, Chennai





Council's Information Booth

The Council has separate stall where promotional materials like Participants Profile booklet, were distributed to the visitor. This apart, leather News India Magazine, Broachers/Publicity Material on Leather & Leather, Products Industry, Investment Promotion Broachers, Members Directory were also displayed during the Fair and many prospective buyers/importers who visited the CLE information booth were given adequate information on the Indian Leather Industry.

Shri P.N. Pandey, Asst. Export Promotion Officer, CLE at CLE Information Booth



Conclusion

The footfall as compared to the previous year & March, 2015 edition was very low and the participants were of the view that due to sluggish market the response was poor. Member has expressed interest to participate in the coming March, 2016 edition of Fashion Access, Hong Kong. All the Participants appreciated the display of "Make in India" logo which was displayed in Indian Pavilion.