## Buyer-Seller Meet with Chinese Shoe & Materials Companies at Agra, Nov. 15, 2014

International Footwear Conference (IFC) at Agra during November 14, 2014.

Coinciding with the Conference, the Council planned a Buyer-Seller Meet with Chinese Shoe & Materials Companies. The Buyer-Seller Meet was held at Dewan-E-Khas Hall, Hotel ITC-Mughal Agra between 9.00 am to 1.00 pm

The BSM was planned between Indian Member Exporters and the visiting High-Level Chinese Delegates from the Association of Guangdong

Shoe Manufacturers (AGSM) who are looking at mutually beneficial trading opportunities with Indian companies.

The Footwear Industry in China is mainly concentrated in various regional hubs. The main hub is Guangdong province that accounted for half of national footwear production and one-third of the world production. Main destinations of export from Guangdong province are Thailand with a share of 45%, EU 15%, Hong Kong 8% Japan 4%, Panama 3%. Rapidly growing export countries are Malaysia, Singapore, UAE, South Africa,

Philippines, etc.

As in the case of other parts of China, the shoe industry in Guangdong is also facing labour shortage and escalation of labour cost. But the Shoe industry in Guangdong province is the adopting the strategy of: Creation & innovation, technology upgradation, increasing value addition, enhancing productivity and production etc. Moreover, China footwear exporters are shifting their focus to the ASEAN and Middle-East countries so as to reduce dependency on the major exporting countries.









The following 12 Chinese Delegates participated in the BSM. The Delegates were interested in meeting Shoes & Materials Traders, looking for OEM Factory, Materials Manufacturer & Trader and looking for Sales Agents

- 1. Mr. Suilong Liu, Guangdong Xin Hao Pan Group, Co, Ltd
- 2. Mr. Jingdian Chen, JD Chen Industrial Co, Ltd

- 3. Mr. Yingbiao Zhong, Guangzhou Roenari Trade Co, Ltd
- 4. Mr. Yu Zhang, Tong Yu Machinery Equipment Co, Ltd
- 5. Mr. Genggui Huang, Guangzhou Fashion Children Goods Co. Ltd
- 6. Mr. Huixing Wang, Guangzhou Fashion Children Goods Co, Ltd
- Mr. Zazhi Wu, Guangdon Zhida Walking New Material Technology Co. Ltd

- 8. Mr. Xiaozhen Gao, Guangzhou SMT SMART Co, Ltd
- 9. Mr. Goufei Li, Jiangmen Chuguang Rubber and Plastic Chemical Co
- 10. Mr. Silan Lei, Guangzhou Yuexiu Meilianda Shoes Materials Co Ltd
- 11. Mr. Zhouyue Zou, Zouji Microfiber Synthetic Leather Co, Ltd
- 12. Mr. Meixiang Xiang, Zouji Microfiber Synthetic Leather Co, Ltd

The following Indian companies participated in the BSM and held business discussions with the Chinese Delegates.

## **Participants Details**

A.T.Exports, Agra

Basant Overseas, Agra

Bairathi Shoe Co, Pvt. Ltd, Jaipur

Concept Conievers & Executers, Agra

Dawar Footwear Industries, Agra

Ess Aar Universal Pvt. Ltd, New Delhi

Gupta H C Overseas, Agra

Hanna scm, Chennai

Hem Exim, Kanpur

Jas Exports, Agra

Karam Udyog, Agra

Komero Technisys Ltd, Kanpur

Lamba Footwear Industries, Agra

Leather Linkers Footwear Pvt. Ltd, Agra

Leiner Shoes Pvt. Ltd, Agra

Manufex (India), Agra

Metro & Metro, Agra

Naaz Exports Pvt. Ltd, Kanpur

Roger Industries Ltd, Agra

Sagari Leathers Pvt. Ltd, Agra

Siddharth Exports, Noida

Transworld Shoes P. Ltd, Agra

Ven Ponn Shoes, Chennai

Versatile Enterprises Pvt. Ltd, Ludhiana

Virola International, Agra

Lewo Impex Pvt. Ltd, Gurgaon

Saroj International Leathers Pvt. Ltd, Noida

Universal Footwear, Mumbai

**Oom Shoe Components** 

Rus Exim Pvt. Ltd, New Delhi

Evergreen International Pvt. Ltd, Gurgaon

Participants were satisfied with the venue and arrangements made by the Council facilitating B2B meetings with the Chinese Delegates. Further, during the wrap-up session, the Chinese Delegation expressed that the BSM had provided a platform to meet the Indian Footwear Manufacturers and hold business discussions. In fact, Footwear Components is imported in large quantities into India. Hence the meeting has paved way for establishing business collaborations in this product segment and for exploring the possibilities of setting-up raw material manufacturing base in India, beneficial for India and China in Footwear Sector.







