

BTS Fair of Shoes, Leather & Leather Goods in Poznan, Poland- August 29th to 31st 2016.

A Report by Dr. Debasis De, Asst. Director, CLE-ER



Poland (Republic of Poland) is one of the countries in Central Europe situated between the Baltic Sea in the north and two mountain ranges (the Sudetes and Carpathian Mountains) in the south. Bordered by Germany to the west; the Czech Republic and Slovakia to the south; Ukraine and Belarus to the east; and the Baltic Sea, Kaliningrad Oblast (a Russian exclave) and Lithuania to the north.



Poland is the sixth largest economy in the European Union and among the fastest rising economic states in the world. The country is the sole member nation of the European Union to have escaped a decline in GDP and in recent years, having a strong domestic market, low private debt, flexible currency, and not being dependent on a single export sector, Poland is the only European economy to have avoided the late-2000s recession. It is an example of the transition from a centrally planned to a primarily market-based economy. The country's most successful exports include machinery, furniture, food products, clothing, shoes and cosmetics. Poland's largest trading partner is Germany.

Poland is the 24th largest export economy in the world and the 24th most complex economy according to the Economic Complexity Index (ECI). In 2014, Poland exported \$205B and imported \$218B, resulting in a negative trade balance of \$12.8B. In 2014 the GDP of Poland was \$544B and its GDP per capita was \$25.3k.

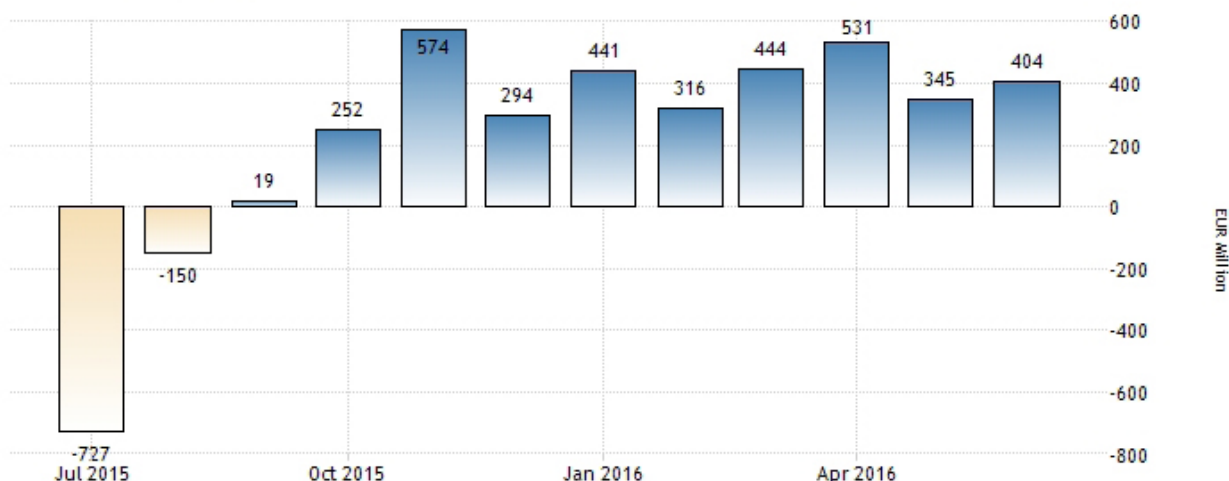
The top exports of Poland are Vehicle Parts (\$11.5B), Cars (\$5.64B), Seats(\$5.11B), Other Furniture (\$4.29B) and Video Displays (\$4B), using the 1992 revision of the HS (Harmonized System) classification. Its top imports are Crude Petroleum (\$14.8B), Vehicle Parts (\$6.57B), Cars(\$6.1B), Packaged Medicaments (\$4.59B) and Computers (\$4.17B).

The top export destinations of Poland are Germany (\$50.9B), the United Kingdom (\$13B), the Czech Republic (\$12.2B), France (\$11.4B) and Italy(\$9.5B). The top import origins are Germany (\$51.3B), China (\$22.5B),Russia (\$17.7B), Italy (\$12.3B) and the Netherlands (\$8.57B).

Poland recorded a trade surplus of 404 EUR Million in June of 2016. Balance of Trade in Poland averaged -604.49 EUR Million from 2000 until 2016, reaching an all time high of 639 EUR Million in January of 2015 and a record low of -2066 EUR Million in December of 2008. Balance of Trade in Poland is reported by the Central Statistical Office of Poland (GUS).



POLAND BALANCE OF TRADE



SOURCE: WWW.TRADINGECONOMICS.COM | CENTRAL STATISTICAL OFFICE OF POLAND (GUS)

India – Poland the Economic and Commercial Cooperation:

After the signing of the new Economic Agreement in May 2006, the first meeting of the new Joint Commission was held in India in May 2008. The second session of Joint Commission on Economic Cooperation was held in Poznan (Poland) on May 25, 2011. The Indian side was led by Shri R.P. Singh, Secretary (DIPP).

In 2013, bilateral trade was US\$ 1.961 billion (Indian exports - USD 1.470 bn, and Indian imports - USD 0.491 bn). Our major exports have been cotton, textiles, chemical products, electromechanical appliances, vehicles, air ships and vessels, Leather goods & footwear etc. Major imports from Poland have been electromechanical appliances, mineral products, chemical products etc.

Poland's total Leather & Leather products export and India's Share

(Value in Mn US\$)

Details	2010	2011	2012	2013	2014	2015
Leather						
Import	418.09	526.33	467.33	517.64	588.49	
India's Export	3.58	5.15	4.14	6.43	3.28	4.65
% Share of India	0.86%	0.98%	0.89%	1.24%	0.56%	
Leather Footwear						
Import	435.57	503.82	504.12	593.53	675.63	
India's Export	13.80	30.25	22.00	45.28	59.46	44.90
% Share of India	3.17%	6.00%	4.36%	7.63%	8.80%	
Footwear Components						
Import	37.55	39.88	37.10	39.71	41.86	
India's Export	0.85	0.66	0.66	0.99	1.14	1.06
% Share of India	2.26%	1.65%	1.78%	2.49%	2.72%	
Leather Garments						
Import	30.93	34.72	28.73	25.92	34.06	
India's Export	1.28	2.34	2.03	1.90	2.81	1.66
% Share of India	4.14%	6.74%	7.07%	7.33%	8.25%	
Leather Goods						
Import	141.83	204.28	189.88	235.54	289.73	
India's Export	6.50	8.79	10.45	14.39	14.73	12.60
% Share of India	4.58%	4.30%	5.50%	6.11%	5.08%	
Saddlery & Harness						
Import	4.83	5.27	5.20	4.86	5.00	
India's Export	0.25	0.34	0.17	0.19	0.31	0.28

% Share of India	5.18%	6.45%	3.27%	3.91%	6.20%	
Non Leather Footwear						
Import	452.54	589.15	540.24	641.74	794.19	
India's Export	0.80	0.06	0.05	0.00	0.01	0.05
% Share of India	0.18%	0.01%	0.01%	0.00%	0.00%	
Total						
Import	1521.34	1903.45	1772.6	2058.94	2428.96	
India's Export	27.06	47.59	39.50	69.18	81.74	65.20
% Share of India	1.78%	2.50%	2.23%	3.36%	3.37%	

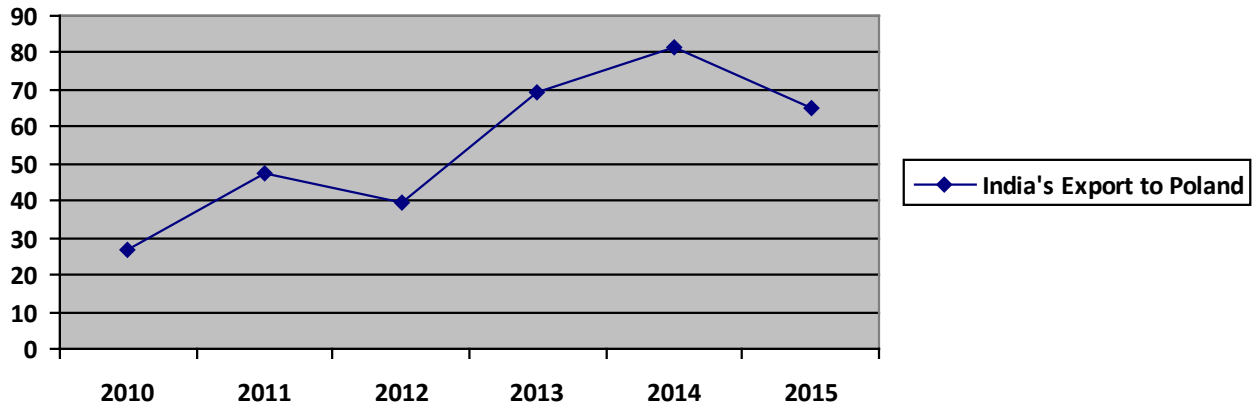


Figure 1:-India's Leather, Leather goods & footwear export to Poland since 2010.

BTS Fashion Fair Poznan 2016

Poznan , a city on the Warta river in West-Central Poland, is the capital of Greater Poland. Poznan is one of the major trade centers in Poland. Poznan is regarded as the second most prosperous city in Poland after Warsaw.

This year BTS Fashion Fair Poznan was held on 29th to 31st August 2016 at Targi Mody, Głogowska Street 14, Poznan, Poland. Poznan Fashion Fair is an international event with a long tradition. This is a business event, which means that it is addressed to professionals in the fashion industry and to business houses. Main themes for the Poznan fashion fair are given below:-

- exhibition of brand new collections of the industry leaders
- professional visitors from Poland and abroad
- original and commercial fashion shows
- prestigious contests for manufacturers and designers



Member exporters and CLE representative at CLE India pavilion of BTS Poznan fair, Poznan, Poland.

Council for Leather Exports participated in the BTS fashion fair Poznan held at Poznan, Poland from 29th to 31st August 2016. 12 member companies participated in the fair under CLE India pavilion as per the list given below:-

SI No	Name of the Company	Products displayed
1	Continental Leather Corporation	Leather Goods (hand bags, wallets etc)
2	Skin & Stitch Pvt Ltd	Leather Goods (hand bags, wallets etc)
3	Tristar Exports	Footwear(Ladies leather sandals)
4	Indiana Exports	Footwear(Ladies leather sandals)
5	M/s joshi Enterprises	Leather Goods(Women Hand bags)
6	M/S Rattol Trading Corporation	Leather Goods(Men wallet)
7	Star International	Leather Goods(hand bags, Men wallet)
8	M/S Osman Shariff	Small Leather Goods
9	Swiss International	Leather Goods(hand bags, Men wallet)
10	Classic International	Leather Footwear (Ladies sandal)
11	N.J Exports	Finished Leather and Leather Goods
12	Bharat Tanneries	Leather Goods (hand bags, wallets etc)

Sixteen countries participated this year in the Poznan fashion fair and the names of the participating countries are stated below:

Belarus, China, Czech Republic, France, Germany, Greece, Holland, India, Italy, Lithuania, Poland, Portugal, Slovakia, Spain, Switzerland and Ukraine.



There was decent numbers of foreign buyers and their responses. Most of the buyers were from Warsaw (Poland), Poznan, Slovakia and some from Germany. They showed the interest and future trading mainly on leather goods (Hand bags, ladies and gents wallets). Some of the buyers are also interested on ladies sandals and finished leather



Mr. Gaurav Joshi from Joshi Enterprises and Mr. Irfan Ahmed from Bharat Tanneries with the foreign buyers.

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Mr. Rehan Ahmed from M/s N.J. Exports and Mr. Nafees Ahmed from M/s Skin & Stitch Pvt. Ltd are dealing with the overseas buyers.

Foreign buyers showed the interest on small leather goods (hand bags, wallets, multifolder bags etc) and also placed firm spot orders. Some of the buyers also gave trial orders. Once the samples are approved by the buyers, the orders will be much bigger in quantity and there is expectation of round the year business for the exporters.



Mr. Danish Hasan from M/s Continental Leather Corporation and Mr. Tanveer Alam from M/s Swiss International are interacting with the buyers.

Snapshots of the Poznan fashion fair 2016



Snapshots of the Poznan fashion fair 2016




*Think Leather
Think India*