CLE/MRU/BSM-Chile/2018-19 3rd  May 2018

To  
  
**All Members of CLE**

Dear Members,

**Sub : Participation in BSM, Chile (October 23-24, 2018)**

Members are kindly aware that CLE has organized the Buyer Seller Meet in Chile during 2015 and 2017 with the funding support of the Government of India. The latest event in 2017 was success with number of business meetings held with 153 buyers and total business outcome of approx. US $ 19,25,000.

Chile is the major importing country in the Latin America, importing footwear,  leather and leather products from India. Chile accounts for approx 50% of India’s total export of leather & leather products to Latin America.

Chile’s import of leather and leather products has increased from US$ 1130.61 mn in 2012-13 to US$ 1151.88 mn in 2016-17. India accounts for a share of around 4% in Chile’s total import of leather and leather products thereby providing ample scope to further enhance our exports to Chile.

Considering the positive outcome of the past two BSMs organized by CLE,  the Council is planning to organise another BSM during **October 23-24, 2018 @ Hotel Crowne Plaza, Santiago, Chile.**

**The participation fee, on self-financing basis,  per company is fixed as Rs 1.75 lakhs.**The Council has requested the Government of India for providing necessary funding assistance to organise the BSM. In the event of sanction of MAI grant, the participation fee will be re-calculated and excess fees collected will be refunded to the members.  In that case, participants may also be eligible for claiming air-fare reimbursement (for one person per company), as per MAI guidelines.

**Interested Members *may confirm their participation by sending the enclosed application form, duly completed, along with the participation fee of Rs. 1.75 lakh to the nearest Regional Offices of the Council latest by Monday, the 21st May, 2018.***

With regards,

R. Selvam, IAS  
Executive Director  
Council for Leather Exports