

CLE Participation in Fashion Access Hong Kong, 14th to 16th March 2018

FASHION ACCESS

A Report by Dr. Debasis De, RD-ER, CLE and Mr T.Thanjappan, EPO, CLE



Fashion Access Hong Kong 2018 is held alongside with APLF Leather & Materials+ - the Leading international trade fair at Hong Kong Convention & Exhibition Centre, Wanchai, Hong Kong from 14th March to 16th March, 2018.

Hong Kong officially the Hong Kong Special Administrative Region of the People's Republic of China, is an autonomous territory on the eastern side of the Pearl River estuary in East Asia. With over 7.4 million population of various nationalities in a territory of 1,104 square kilometers, Hong Kong is the fourth-most densely populated region in the world. Hong Kong is one of the most significant global financial centres, holding the highest Financial Development Index score and consistently ranking as the most competitive and freest economic area in the world.

Global Trade and Hong Kong

Hong Kong is the world's seventh largest trading entity in both exports and imports, with the total value of traded goods exceeding its gross domestic product. It is also the world's largest transshipment centre much of its exports consist of re-exports, products manufactured outside of the territory.

Hong Kong has a free market economy, highly dependent on international trade and finance - the value of goods and services trade, including the sizable share of re-exports, is about four times GDP. Hong Kong has no tariffs on imported goods, and it levies excise duties on only four commodities, whether imported or produced locally: hard alcohol, tobacco, hydrocarbon oil, and methyl alcohol. There are no quotas or dumping laws. Hong Kong continues to link its currency closely to the US dollar, maintaining an arrangement established in 1983.

Hong Kong and India are each other's 7th largest trade partners. Hong Kong is the fourth largest destination for India's exports, and is also a re-exporter of Indian goods to mainland China. Leather and Leather products are one of the main sector exports to Hong Kong from India. Hong Kong has registered a hefty 40 per cent increase in trade with India in the first half of 2017 at \$18.3 billion, the highest growth rate among the gleaming financial hub's top 30 partner countries that include China and the US.

The mainland has long been Hong Kong's largest trading partner, accounting for about half of Hong Kong's total trade by value. Hong Kong's natural resources are limited, and food

and raw materials must be imported. As a result of China's easing of travel restrictions, the number of mainland tourists to the territory has surged from 4.5 million in 2001 to 47.3 million in 2014, outnumbering visitors from all other countries combined. Mainland visitors to Hong Kong declined 3% in 2015 to approximately 45.7 million, reflecting an overall drop of 2.5% in total visitors to Hong Kong. Hong Kong has also established itself as the premier stock market for Chinese firms seeking to list abroad. In 2015, mainland Chinese companies constituted about 51% of the firms listed on the Hong Kong Stock Exchange and accounted for about 62.1% of the exchange's market capitalization. During the past decade, as Hong Kong's manufacturing industry moved to the mainland, its service industry has grown rapidly. In 2014, Hong Kong and China signed a new agreement on achieving basic liberalization of trade in services in Guangdong Province under the Closer Economic Partnership Agreement, adopted in 2003 to forge closer ties between Hong Kong and the mainland. The new measures, which took effect in March 2015, cover a negative list and a most-favored treatment provision, and will improve access to the mainland's service sector for Hong Kong-based companies.

Hong Kong's Import of leather & Leather Products and India's share:

(Value in Mn US\$)

DETAILS	2012	2013	2014	2015	2016
Leather					
Import	3075.57	3325.01	2991.65	2403.70	1771.44
India's Export	413.5	445.27	397.04	286.43	231.73
% Share of India	13.44%	13.39%	13.27%	11.92%	13.08%
Leather Footwear					
Import	3239.95	3088.08	3060.63	2725.94	2166.26
India's Export	11.3	8.73	10.14	12.3	14.1
% Share of India	0.35%	0.28%	0.33%	0.45%	0.65%
Footwear Components					
Import	277.15	270.73	292.81	293.12	321.2
India's Export	0.53	0.44	0.83	0.35	0.9
% Share of India	0.19%	0.16%	0.28%	0.12%	0.28%
Leather Garments					
Import	195.26	213.87	240.65	186	133.39
India's Export	5.87	7.12	6.14	7.58	8.93
% Share of India	3.01%	3.33%	2.55%	4.08%	6.69%
Leather Goods					
Import	3091.94	3426.38	3720.48	3308.62	2977.29
India's Export	9.75	9.68	7.25	8.26	10.29
% Share of India	0.32%	0.28%	0.19%	0.25%	0.35%
Saddlery & Harness					
Import	14.49	12.96	15.9	15.41	12.85
India's Export	0.19	0.25	0.22	0.15	0.13
% Share of India	1.31%	1.93%	1.38%	0.97%	1.01%
Non Leather Footwear					
Import	1329.4	1253.69	1227.72	1218.66	1071.05
India's Export	0.32	0.05	0.50	0.18	0.08
% Share of India	0.02%	0.00%	0.04%	0.01%	0.01%
Total					
Import	11223.76	11590.72	11549.84	10151.45	8453.48
India's Export	441.46	471.54	422.12	315.25	266.16
% Share of India	3.93%	4.07%	3.65%	3.11%	3.15%

Source: ITC Geneva and DGCIS

About Fashion Access Hong Kong 2018

Fashion Access event was dedicated for finished products such as bags, footwear, leather garments & fashion accessories while the Materials, Machinery & Technology Fair (MM&T) concurrently held along side of Fashion Access showcased Finished, components, chemicals and machinery.

Fashion Access Hong Kong is Asia's leading fashion accessory trade show. With an above 30-year track record, this prime sourcing destination gathers top quality and innovative original Equipment Manufacturers, Original Design Manufacturers, Suppliers as well as independent brands of bags, footwear, leather goods, travel ware and fashion, providing two sources

for fashion buyers, retailers, designers, wholesalers of the mid to high-end fashion tier gather in Hong Kong annually to source, network and curate the future landscape of fashion.

Fashion Access Hong Kong 2018 is held alongside APLF Leather & Materials+ - the Leading international trade fair for innovations in leather, materials and components.

Stands in CLE Pavilion



This year Fashion Access fair was held at Hong Kong Convention & Exhibition Centre, Wanchai, Hong Kong from 14th March to 16th March, 2018 at Halls 3C & D. It may be known as Asia-Pacific's leading international fair for head-to-toe fashions including bags, footwear, Belt, leather garments, luggage, small leather goods and lifestyle accessories. The fair was proven to be an ideal platform for sourcing the trendiest and best quality medium to high-end fashion products. With the event being located in the important global trading centre Hong Kong both exhibitors and buyers gain instant access to one of the largest sourcing hubs in the world.

The March, 2018 edition of the show was represented by 363 numbers of exhibitors in an area of 10400 sq. mtrs from 21 countries. India with participation of 67 exhibitors ranked as 3rd largest country presence in the event. There were 7 International Group Pavilions including Bangladesh, China, India, Japan, Korea and Pakistan. Bags continued to be the fairs' flagship attraction covered approximately 72% of the exhibits. The Official

Coordinator of the CLE India pavilion was 'UBM India Pvt Ltd' and the Stand constructor was 'Pro Art Peoples creation Ltd'. Thirty five numbers of

member exhibitors were participated under CLE India pavilion. The list of exhibitors under CLE India pavilion is appended below:

Sl.No	Company Name	Region	Display Products
1	Anjana Exports Pvt. Ltd, Kolkata	Kolkata	Leather: Portfolio, Wallets, Ladies Purses, Belts, Brief Case etc
2	Aqsa Creations, Kanpur	Kanpur	Leather Belts
3	Arora International , Delhi	Delhi	Leather Garments & Goods
4	ASG Leather Private Limited, Kolkata	Kolkata	Leather Hand Bags & Small Leather Goods
5	Bharat Enterprises, Delhi	Delhi	Leather Bags, Accessories & Made-ups
6	Century Overseas, Delhi	Delhi	Leather Garments & Goods
7	Creative Pelt Pvt Ltd, Kolkata	Kolkata	Satchels, Brief-cases, others
8	Discovery Leathers Pvt Ltd, Delhi	Delhi	Leather Garments & Goods (Men & Ladies)
9	Explicit Leathers, Delhi	Delhi	Leather Garments
10	Feather Touch Impex Pvt Ltd, Kolkata	Kolkata	Hand Bags & Wallets
11	Global Export Corporation, Kolkata	Kolkata	Ladies & Men's Handbag, Wallet, Purse, Card Holder etc

12	Inspire Exim Pvt Ltd, Delhi	Delhi	Leather Jackets
13	Jarosniv Exports Pvt Ltd, Delhi	Delhi	High Fashion Leather Garments & Accessories
14	Kapoor Industries, Mumbai	Mumbai	Leather Bags, Wallets etc
15	Karino Leather Goods, Kolkata	Kolkata	Bags & Accessories
16	Klodennex, Kanpur	Kanpur	Leather Bags & Fashion Accessories
17	Kunvar Overseas, Delhi	Delhi	Leather Garments
18	Lederwares (India), Kanpur	Kanpur	Leather Bags & Belts
19	Manovin International, Kolkata	Kolkata	Small leather goods and accessories
20	Metropoli Fashions Pvt Ltd, Kolkata	Kolkata	Leather Bags & Wallets
21	Newage Leather Pvt Ltd, Delhi	Delhi	Men and Ladies Wallets, Pouches, Small Bags, Coin Purses etc
22	Phoenix Overseas Limited, Kolkata	Kolkata	Wallets & Purses, Ladies Hand Bags, Men Folios etc.
23	Podder Son's Ex. L. Pvt Ltd, Kolkata	Kolkata	Gent's Bag, Organizers/ folder, Wallets, Purses etc
24	Raj & Rak Incorporated, Kolkata	Kolkata	Leather Wallets, Handbags and Accessories
25	Raja & Mitsu Fashions, Kolkata	Kolkata	Ladies & Gents Handbags, Wallets etc
26	Ramnath Exports Private Limited, Delhi	Delhi	Leather & Cotton Bags & Accessories
27	S.S International, Delhi	Delhi	Leather Garments & Goods (Men & Ladies)
28	Stichwell Exports Pvt Ltd, Kolkata	Kolkata	Leather Bags, Small Leather Goods etc
29	Sumanta Susanta Exports (P) Ltd, Kolkata	Kolkata	Ladies Hand Bag, Wallets, Purse etc
30	Super Skin Crafts Pvt Ltd, Delhi	Delhi	Leather Garments
31	Tristha Creations Pvt Ltd, Kolkata	Kolkata	Leather Handbags & Wallets
32	Tulsyan Impex Private Limited, Kolkata	Kolkata	Leather Bags, Wallets & Small Leather Goods
33	Vogue N Hyde Private Limited, Kolkata	Kolkata	Travel Goods, Toilet-bags and cases, Satchels, Executive & Vanity cases, Hand-bags etc
34	XL International Limite, Kolkata	Kolkata	Hand Bag & Wallet
35	Zoya International Pvt Ltd, Kanpur	Kanpur	Leather Belts, Leather Bag, Leather Wallet etc

Fashion Avenue – a new concept area in the fair dedicated to design conscious accessories – there were 39 brands on show as well as in the Start-Up, Design Studio and FA Atelier sectors for young and upcoming designers where they showcased their creations to potentials buyers and also for the unique nature of Fashion Access for brands to source.

CLE India Pavilion and CLE Information Stand at Fashion Access Hong Kong

The Council organized CLE India pavilion for the March 2018 edition of the Fashion Access Hong Kong with substantial funding support under MAI Scheme of Ministry of Commerce & Industry, Government of India with participation of 35 member companies and a CLE information stand. In all about 42 trade visitors have visited the Council's information stand and collected the publicity and promotional material displayed highlighting benefits from Ministry of Commerce & Industry Government of India and other publicity and promotional magazines and brochures undertaken by the Council for the growth of Indian Leather Sector. The Group participation of member exporters at the Hong Kong Trade & Exhibition Centre was coordinated by a CLE Team consisting of Dr. Debasis De, Regional Director-ER and Mr T. Thanjappan, Export Promotion Officer of CLE.



Business meeting at CLE stand . Mr. Debasis De, Regional Director, CLE (East) and Mr. T. Thanjappan, EPO,CLE

Fact sheet of the CLE's participation in Fashion Access, March 14 to 16, 2018

Region wise participation	Eastern Region- 18 Northern Region- 12 Central Region- 04 Western Region- 01
Products displayed	Ladies bags, portfolios, wallets, belts, travel bags, leather garments etc
No. of Business meetings held in CLE India pavilion	372
Spot orders booked	US \$ 0.33 million
Future business generated	USD 1.1 million
No. of enquiries handled at CLE information booth	42
Overseas Buyers	Approximately 10,300 buyers footfall

Stands in CLE Pavilion



Conclusion

Concurrently taking place of Fashion Access and MMT + at the Hong Kong convention and exhibition centre has strengthened the exhibitors of both the fairs in terms of visit the supply sources for fashion access exhibitors and consequently to watch the latest fashion trends for MMT+ exhibitors. The positive attitude of the foreign buyers has ignited the Indian Exporters at the Fashion Access and exhibitors felt that the participation in this fair is worth some and future participation is also required to beat the competition from the major supplier countries.