

# 6th Edition of Leathertech Bangladesh 2018, 22-24, November 2018



**A report by :Mr.P.Dhanasekaran, Export Promotion Officer, CLE, HO & Mr Laiq Ahmed, Asst. Export Promotion Officer, Delhi**

The Council for Leather Exports (CLE) participated in the 6th edition of Leathertech Fair, Bangladesh 2018 held during November 22-24, 2018, with support under Market Access Initiative Scheme (MAIS) of Department of Commerce, Govt. of India. 24 CLE Member companies participated in the Council's India Pavilion in the fair, which was located in three different halls (Hall No 2 with one company, Hall No 3 with 13 companies and Hall No.4 with 10 companies).

## About the Fair

“Leathertech Bangladesh” has established itself as a platform for International and domestic machinery, footwear components, chemical manufacturers and distributors to show case their latest products and services to the tannery and footwear and leather goods manufacturing industries in Bangladesh. The display profile includes machinery for footwear & Leather goods, lasts upper & Sole, Shoe components, moulds, tanning, machines, components & accessories and shoe materials etc.

M/s ASK Trade & Exhibitions Pvt Ltd successfully organized 6th edition of LEATHERTECH Bangladesh 2018 during November 22 to 24, 2018 at International Convention City, Bashundara with an aim of bringing global technology to the doorsteps of the local Industry. In addition, the 2nd edition of Bangladesh Leather footwear & Leather Goods International Sourcing Show-BLLISS 2018 was organized concurrently by the Ministry of Commerce,



*The Hon'ble Prime Minister of the People's Republic of Bangladesh, Sheikh Hasina inaugurated BISS and graced the occasion as Chief Guest.*



*Hon'ble Commerce Minister Mr. Tofail Ahmed, MP inaugurated 6th edition of LEATHERTECH Bangladesh 2018 on 22nd November 2018 and visited the CLE Information booth*

Government of the People's Republic of Bangladesh and Leather Goods and Footwear Manufacturers & Exporters Association of Bangladesh (LFMEAB) at the Bangabandhu International Conference Centre (BICC) in Dhaka, Bangladesh. The Hon'ble Prime Minister of the People's Republic of

Bangladesh, Sheikh Hasina inaugurated BISS on November 22, 2018 and graced the occasion as Chief Guest.

Hon'ble Commerce Minister Mr. Tofail Ahmed, MP inaugurated 6th edition of LEATHERTECH Bangladesh 2018 on 22nd November 2018.

Following are CLE India pavilion participants in this fair.

## List of CLE Member companies

Sl.No	Name of the Company	Place	Stand No	Display Products
1	Alvin Leather Crafts (P) Ltd	Kanpur	407	Shoe components, handmade Unit Soles molded TPR/PVC units, Shoe Welt, Ladies Heels etc
2	Axa Leather Group	Chennai	302	Sheep Finished Leather & Leather Garments
3	Baco Metallic Industries	Delhi	342	Shoe Counters, Tempered Shanks, Safety steel, midsoles.
4	Capstan Rubbers (India) Unit – III	Agra	301	Outsoles for Footwear
5	D.S.M Sole Products (P) Ltd	Agra	354	Soles
6	Eco Shoe Accessories	Lucknow	408	Catalogues of Shoe making Machines
7	Enkay India Rubber Co Pvt Ltd	Delhi	453	Footwear Soles
8	Fashion Belt House	Delhi	323	Bags Accessories, Belt Accessories etc
9	Footwear Inc	Agra	327	Footwear Sole: TPR , PU, Rubber, Eva etc
10	G.G.Organics Exports Pvt Ltd	Chennai	341	Products for Tanning Industry (Leather/ Chemicals)
11	Gaitonde Leathers & Accessories Pvt Ltd	Chennai	405	Goat, Sheep & Bovine Finished Leather & Crust
12	Gheli International Pvt Ltd	Haryana	461	TPR Compounds, Soles, Sheets & Granules
13	GTFC Limited	Chennai	402	Thermoplastic Toecap & Counter (Cut, Skived & Moulded) Steel Shank etc
14	Jager Products Pvt Ltd	Chennai	305	Reinforcements, Elastics, Laces and Webbing items
15	Kenda Farben India Pvt Ltd	NOIDA	304	Adhesive, Varnishes for Synthetics Soles & Heels, PU Dosing Pigments, Release Agents for PU Systems
16	Milspeed India Pvt Ltd	Delhi	324	Toe Puff Counter Material
17	Portind Shoe Accessories Pvt Ltd	Chennai	406	Shoe Welt & Veneer Heel Cover
18	Putta Shree Leathers Private Ltd	Ranipet	325	Shoe Uppers, Soles and Cutting Dies
** 19	Quantum International	Kanpur	303	Belts, Bags and Footwears
20	Swarana International	Agra	326	Prefab Soles, Welts, Shoe Laces
21	Texon (India) Pvt Ltd	Chennai	234-237	Thermoplastic Counter/Toepuff/Insoles (Cellulose & Non Woven Synthetic Lining)
22	Threads (India) Ltd	Kanpur	340	Sewing Threads / Braids
23	Trinity Tapes	Kanpur	446	Self Adhesive Tape, Cotton Tape, Synthetic Tape, Non Woven Tape etc
24	Unifab Industries	Delhi	404	EVA/PU Foam Laminated Fabrics, Knitted Pile (Synthetic Fur Lining), Moulded Insocks Canvas etc
25	Versatile Enterprises Pvt Ltd	Delhi	403	Foam Laminated Fabrics, Lining, Interlinings, Mesh Linings, Fleece, Air-Mesh, Bonded Fabrics, Check/Stripe Fabrics, Woolen Fabrics, Knitted, Ribs, Canvas Articles
26	Council for Leather Exports	INDIA	401	LNI, Members Directory (CD), Brochures, flyers for raw materials sourcing, Posters etc

\*\* Sl. No 19 – Quantum International, Kanpur was not present at the fair.

The Council provided the fully built up booths to the CLE India pavilion participants and all the stand construction arrangements was done by the organizer M/s ASK Trade and Exhibition Pvt Ltd. The overall look and design of the India Pavilion was good. Two interpreters were arranged by the organizer for serving in the CLE India pavilion stands.

Over 300 exhibitors from nearly 20

countries including CLE & IFCOMA Pavilion from India, Wenzhou & Jinjiang Association Pavilion from China and an exclusive Finished Leather Pavilion from Pakistan Tanners Association PTA, spread over 4 halls participated in the event showcasing Finished Leather, Machinery for Tanning Leather, Manufacturing Footwear and Leather goods along with Components, Dyes & Chemicals, Accessories and allied products to benefit the leather sector

in Bangladesh. Sub-events like “Buyer-Seller Meet” helping the exhibitors to interact with the sourcing team from factories were held on 22-23rd November. Seminar deliberating on key concerns of the sector like “Future of footwear design and development, production control and costs”, Soiling for Sports and Outdoor Performance Footwear” were held on 24th November, 2018.

## CLE India pavilion stands



Mr. Md. Saiful Islam, President of Leather Goods & Footwear Manufacturers & Exporters Association of Bangladesh (LFMEAB), who extended the lead support to the show invited manufacturers of backward linkages like components and accessories to set up shop in Bangladesh either through joint venture or directly and contribute to the reduction in lead time for exports. He also observed that the last few months has seen some leading Indian and Chinese investors investing in capacities in Bangladesh which augured well for the sector and he foresaw the trend to continue thus adding to the might of the sector. While thanking the Hon'ble Prime Minister for her support and presence in declaring the 2nd BLLISS 2018 open and indicated the expectation from the sector in becoming the second largest export earner for the country.

Leather Goods & Footwear Manufacturers and Exporters Association (LFMEAB) provided the LEAD Support for the event with Centre of Excellence for Leather Skills Bangladesh Limited (COEL) as Strategic Partner. Leathertech Bangladesh 2018 was also supported by Bangladesh Tanners Association (BTA), Bangladesh Finished Leather, Leather Goods and Footwear Exporters Association (BFLLFEA), Bangladesh Paduka Prostutkarak Samity (BPPS), Leather Engineers & Technologists Society (LETS).

Mr. Tipu Sultan Bhuiyan, MD of ASK Exhibition Pvt Ltd told that the exposition is receiving good response from local and international participants and visitors. "Over the years LEATHERTECH Bangladesh has established as a not-to-be-missed technology & sourcing event for the leather sector. With continuous growth and encouraged by the support given by the Government the sector is working towards an ambitious target of USD 5 Billion in exports by the year 2021. Our tradeshow addresses the technology & machinery, Finished Leather sourcing needs for expansion and modernization of the Industry. Current edition showcased latest



Shri N. Shafeeq Ahmed, COA Member at the CLE stand with Mr. P. Dhanasekaran, EPO and Mr. Laid Ahmed, AEPO

innovations and provided multiple supplier options compared to earlier editions. Most of the exhibitors expressed satisfaction at the outcome at the exhibition and we hope to have increased participation in 2019" said Saleem B. Director ASK Trade & Exhibitions Pvt. Ltd. organizers of the tradeshow.

From the High Commission of India, Dhaka Mr. Abdur Razzak, Marketing Assistant visited the fair and the CLE Information booth. Shri Vipan Seth, COA Member cum exhibitor in the CLE India Pavilion discussed the issues relating to difficulties faced by the Indian exhibitors at the Customs and requested the HCI to sort out the issue concerned with respective authorities.

### About the Bangladesh Leather & Footwear Industry

Currently, 220 tanneries, 2500 footwear manufacturing units and 90 large firms

are involved in the leather and leather goods sector in Bangladesh. This sector is contributing approximately 4% to the Country's total export earnings by exporting items to more than 50 countries. Almost 90% of the finished products are being exported. In the past 10 years from 2006-07 to 2016-17, the average yearly growth rate of the overall leather industry were 16.65%. Now, after Ready Made Garments leather industry is in the 2nd exporter position of Bangladesh. Bangladesh leather industry is blessed with abundant raw materials base; 1.80% of the world's cattle and 3.7% of the world's goat. The annual supply of hides and skins in Bangladesh is estimated at 300 million sq.ft. About 76% of the tanneries in Bangladesh are export oriented. Bangladesh ranked 8th position in terms of footwear products in the world in 2016, with a production of 378 million pairs (1.6% world share).



## BANGLADESH'S IMPORT OF LEATHER &amp; LEATHER PRODUCTS AND INDIA SHARE 2013-2017

(Value in Mn US\$)

DETAILS	2013	2014	2015	2016	2017
<b>Leather</b>					
Import	79.26	0	166.24	160.54	151.03
India's Export	10.28	13.34	11.30	9.38	13.41
<b>% Share of India</b>	<b>12.97%</b>	<b>-</b>	<b>6.80%</b>	<b>5.84%</b>	<b>8.88%</b>
<b>Leather Footwear</b>					
Import	7.18	0	4.28	12.74	15.26
India's Export	1.90	3.37	4.28	14.67	9.34
<b>% Share of India</b>	<b>26.46%</b>	<b>-</b>	<b>100.00%</b>	<b>115.15%</b>	<b>61.21%</b>
<b>Footwear Components</b>					
Import	75.5	137.32	130.94	95.39	116.47
India's Export	1.18	0.45	0.26	0.55	1.11
<b>% Share of India</b>	<b>1.56%</b>	<b>0.33%</b>	<b>0.20%</b>	<b>0.58%</b>	<b>0.95%</b>
<b>Leather Garments</b>					
Import	1.66	0	4.73	3.83	3.52
India's Export	0.00	0.00	0.00	0.00	0.00
<b>% Share of India</b>	<b>0.00%</b>	<b>-</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
<b>Leather Goods</b>					
Import	6.51	0	11.24	27.72	14.36
India's Export	0.24	0.16	0.17	4.21	0.31
<b>% Share of India</b>	<b>3.69%</b>	<b>-</b>	<b>1.51%</b>	<b>15.19%</b>	<b>2.16%</b>
<b>Saddlery &amp; Harness</b>					
Import	0.01	0	0.05	0.18	0.05
India's Export	0.00	0.01	0.02	0.00	0.00
<b>% Share of India</b>	<b>0.00%</b>	<b>-</b>	<b>40.00%</b>	<b>0.00%</b>	<b>0.00%</b>
<b>Non Leather Footwear</b>					
Import	12.91	0.00	17.84	80.93	92.33
India's Export	0.47	0.75	1.63	6.17	3.42
<b>% Share of India</b>	<b>3.64%</b>	<b>-</b>	<b>9.14%</b>	<b>7.62%</b>	<b>3.70%</b>
<b>Total</b>					
Import	183.03	137.32	335.32	381.33	393.02
India's Export	14.07	18.08	17.66	34.98	27.59
<b>% Share of India</b>	<b>7.69%</b>	<b>13.17%</b>	<b>5.27%</b>	<b>9.17%</b>	<b>7.02%</b>

Source: BANGLADESH'S Import - ITC Geneva / India's export DGCI&amp;S

The following is the summary of the feedback received from the CLE India Pavilion participants

Name of the Event with date	Leathertech, Bangladesh 2018
No. of CLE India pavilion Participants	24 CLE Member companies
Main Display products in the fair	Leather, Footwear Machinery, Components, Chemicals & Accessories for Leather, Footwear & leather goods
No of Business Meetings held with the exhibitors	253 Business Meetings
No of Visitors attended in the CLE India Pavilion	495 visitors
Total No. of business visitors attended the event	4,755 Business visitors
Firm Order Booked Firm Business in Quantity Value In US \$	40,010 Pcs and 3,90,000 /- Sq.ft US \$ 2,17,500/-
Future Business Expected Firm Business in Quantity Value in US \$	50,000 Pcs + 100 Tonnes + 1,02,50,000 sq.ft US \$ 11,64,000
Any Other Kind of business generated	Technology Transfer, J/V and MOU

### Trade Networking Dinner

The Council for Leather Exports (CLE) in association with IFCOMA organized a Trade Networking Dinner at a Golden Tulip Hotel in Dhaka on 24th November 2018 wherein prominent Footwear manufacturers from Dhaka/Bangladesh participated. This Trade Networking Dinner induced informal interactions and helped our member to forge better business relations with the local industry in Bangladesh

#### Conclusion:

6th edition of Leathertech Bangladesh attracted 4755 business visitors from the Leather Tanning, Leather footwear, Leather goods manufacturing and exporting sector from all parts Bangladesh who showed keen interest in the new technology on display and solutions offered by various exhibitors from different parts of the world in the areas of productivity, quality, design and Product Diversification needs of the sector. Additional highlight was the new entrepreneurs from sectors like RMG, Real Estate etc., who visited the show to get an idea of the machinery, component and finished leather needed for them when they begin new ventures. Turnkey solution providers present at the show proved very useful in answering their enthusiastic queries.

Majority of the CLE Member companies reported that the fair

### Trade Networking Dinner



offers good potential for leather sector and have lot of demand for hand made soles, leather soles, EVA soles and provides good opportunity to enter market. Many of the CLE India pavilion participants expressed their interest to participate again the next edition of the Leathertech fair by

2019 through the Council for Leather Exports (CLE).

The fair organizer announced that the 7th edition of LEATHERTECH Bangladesh 2019 will be scheduled between October 31 and November 1 & 2, 2019 at ICCB Dhaka.