



# 7th Edition of India Leather Days, Offenbach, Germany

November 19-20, 2018

A Report by T.Thanjappan, Export Promotion Officer, CLE

### India – Germany Trade Relations:

Germany is one of India’s most significant trading partners and India’s largest trading partner in the European Union. Bilateral relations between the two countries are based on common principles of democracy as well as common views on international trade. The two countries share strong business and economic ties, which date back to the early 16th century. The relationship strengthened in the 1990s following India’s economic liberalization, and received a major boost in 2015.

India and Germany have a “Strategic Partnership” since 2000, which has further strengthened with the Inter-governmental Consultation between the two governments, aimed at increasing cooperation and identifying potential areas of bilateral trade and investment.

### India-Germany Trade in the Last Ten Years:

India’s total trade with Germany increased from USD 15 bn in 2007-08 to USD 19.2 bn in 2015-16, reaching a peak in 2011-12 at USD 23

bn. Germany is currently India’s sixth largest trading partner, with total trade standing at US\$ 18.73 billion in 2016-17.

India’s exports to Germany increased from USD 5.1 bn in 2007-08 to USD 7.2 bn in 2016-17 accounting for 17.2% of India’s total exports to EU countries. Indian exports reached a peak in 2011-12 with USD 7.9 bn. Indian imports from Germany increased from USD 9.9 bn in 2007-08 to USD 11.5 bn in 2016-17, accounting for 30.35% of India’s total imports from EU countries.

India’s Trade with Germany (USD millions)



Source: Dept. of Commerce, Government of India

## Major Exports and Imports:

India's trade with Germany is well-diversified and composed primarily of manufactured products. Among India's top imports from Germany, machinery and parts (HS Code 84) occupied the leading position in 2016-17, accounting for 30% of the total. Other major

imports included electrical machinery and equipment, medical equipment and parts, vehicles and parts, and plastic and articles.

## India – Germany Leather Trade Scenario:

Germany stands as number one

importing country of leather and leather products from India among all European Countries and one of the major importers of Leather and Leather Products in the world. A Statement showing Germany's Import of leather & leather products, India's Export and share during 2013 to 2017.

### GERMANY'S IMPORT VIS-A-VIS INDIA'S EXPORT

(Value in Million US\$)

DETAILS	2013	2014	2015	2016	2017
<b>Leather</b>					
Import	887.44	930.41	663.24	575.82	590.01
India's Export	34.53	31.36	26.4	23.95	21.58
<b>% Share of India</b>	<b>3.89%</b>	<b>3.37%</b>	<b>3.98%</b>	<b>4.16%</b>	<b>3.66%</b>
<b>Leather Footwear</b>					
Import	5023.40	5416.55	4858.99	4729.56	5138.97
India's Export	278.56	316.79	264.88	264.05	282.05
<b>% Share of India</b>	<b>5.55%</b>	<b>5.85%</b>	<b>5.45%</b>	<b>5.58%</b>	<b>5.49%</b>
<b>Footwear Components</b>					
Import	495.07	519.07	440.32	433.33	454.70
India's Export	64.28	62.10	47.18	52.21	61.65
<b>% Share of India</b>	<b>12.98%</b>	<b>11.96%</b>	<b>10.71%</b>	<b>12.05%</b>	<b>13.56%</b>
<b>Leather Garments</b>					
Import	469.26	518.55	423.24	366.16	351.30
India's Export	138.5	129.29	103.9	82.25	78.41
<b>% Share of India</b>	<b>29.51%</b>	<b>24.93%</b>	<b>24.55%</b>	<b>22.46%</b>	<b>22.32%</b>
<b>Leather Goods</b>					
Import	1336.17	1450.54	1345.61	1316.61	1366.05
India's Export	215.21	225.18	201.02	202.42	201.72
<b>% Share of India</b>	<b>16.11%</b>	<b>15.52%</b>	<b>14.94%</b>	<b>15.37%</b>	<b>14.77%</b>
<b>Saddlery &amp; Harness</b>					
Import	134.82	163.31	145.75	147.13	154.89
India's Export	30.31	33.62	27.9	28.43	33.46
<b>% Share of India</b>	<b>22.48%</b>	<b>20.59%</b>	<b>19.14%</b>	<b>19.32%</b>	<b>21.60%</b>
<b>Non Leather Footwear</b>					
Import	4150.37	4928.62	5100.09	5501.50	6224.96
India's Export	2.16	2.34	2.92	4.06	5.54
<b>% Share of India</b>	<b>0.05%</b>	<b>0.05%</b>	<b>0.06%</b>	<b>0.07%</b>	<b>0.09%</b>
<b>Total</b>					
Import	12496.53	13927.05	12977.24	13070.11	14280.88
India's Export	763.55	800.68	674.20	657.37	684.41
<b>% Share of India</b>	<b>6.11%</b>	<b>5.75%</b>	<b>5.20%</b>	<b>5.03%</b>	<b>4.79%</b>

Source: Germany's Import - ITC Geneva / India's export DGCI&S

## Major Trade Highlights on India-Germany Leather Trade:

- Germany's import of leather & leather products increased from USD12.49 bn in 2013 to USD 14.28

bn in 2017 growing at a CAGR of 3.4%

- Out of Germany's import of leather & leather products, import of footwear (leather footwear & non-leather footwear) accounts for a

share of 79.57%, followed by leather goods 9.57%, finished leather 4.13%, leather garments 2.46% and Saddlery & Harness 1.08%

- India's export of leather and

leather products to Germany touched USD 684.41 mn in 2017-18 accounting for a share of 11.92% in India's total leather & leather products export of USD 5739.93 mn in 2017-18

- Out of India's total export of leather & leather products to Germany, export of footwear accounts for a share of 51.03%, followed by leather goods 29.47%, leather garments 11.46%, Saddlery & Harness 4.89% and finished leather 3.15%
- The European Union accounts for a share of 52% in India's total leather export trade. Out of this, nearly 12% is garnered by Germany.

Hence, considering the import potential and with the objective to further increase India's export of Leather Goods & Accessories to Germany, the Council has organized the 7th Edition of India Leather Days, Offenbach, at Messe Offenbach fair grounds, Germany on 19th & 20th November 2018 on self-financed basis with participation of 28 companies representing Leather Goods and Garments Segment.

### Chart showing major supplying countries of Leather Goods & Accessories to Germany

- The Major Supplying Countries of Leather Goods & Accessories to Germany are Italy 29%, China 17%, France 11% and Turkey 2%.
- India is the third largest supplier of Leather Goods & Accessories to Germany accounting for a share of 14.77% in Germany's total Leather Goods & Accessories Import Trade.

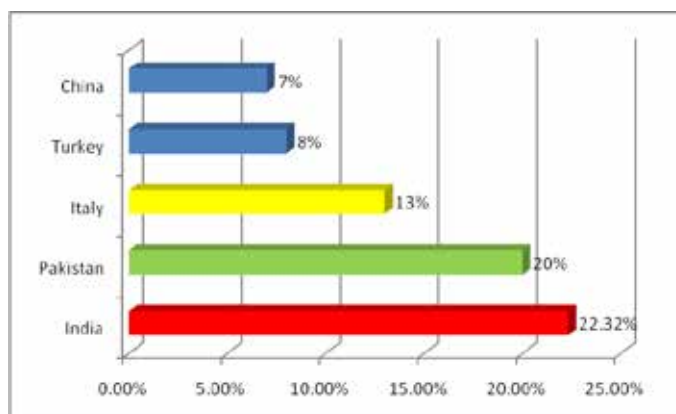
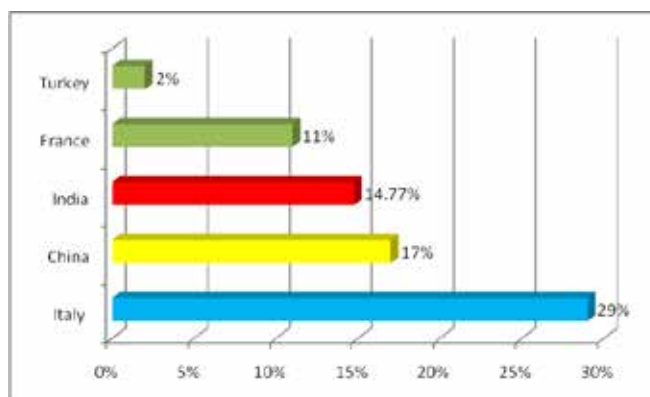
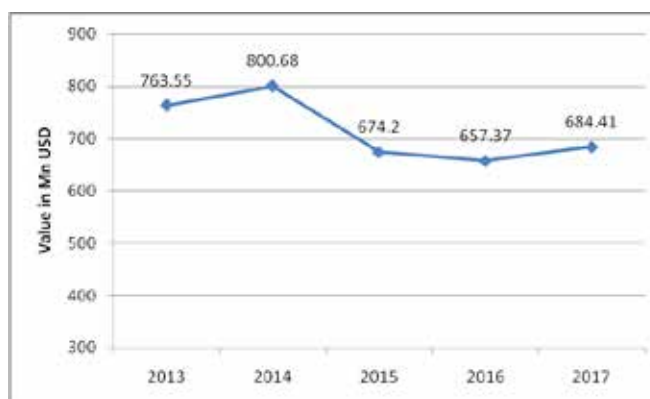
### Chart showing major supplying countries of Leather Garments to Germany

- The Major Supplying Countries of Leather Garments to Germany are Pakistan 20%, Italy 13%, Turkey 8% and China 7%.
- India is the largest supplier of Leather Garments to Germany accounting for a share of 22.32% in Germany's total Leather Garments Import Trade.

Chart showing Germany's Import of Leather & Leather Products (2013-2017)



Chart showing India's Export of Leather & Leather Products to Germany (2013-2017)



## 7th India Leather Days, Offenbach, Germany

The India Leather Days Event for Leather Goods and Leather Garments has been successfully organized by the Council in association with Messe Offenbach GmbH continuously for 06 years from 2012. This Event has not only promoted the Country brand image of India as a leading supplier of high quality leather goods & garments but has also ensured a very huge buyer turnout in every edition, not only from Germany but from other European countries as well.

The 7th India Leather Days, Offenbach, Germany was inaugurated by Smt Pratibha Parkar, Consul General, Consulate General of India, Frankfurt. Mr. Stephan Farber, Ms Silvia Schubert



*Ms Silvia Schubert Kester, Foreign Trade Consultant, Chamber of Commerce & Industry, Smt Pratibha Parkar, Consul General, Consulate General of India, Frankfurt, Mr. Stephan Farber, Frankfurt Counsellor & Mr. Arnd Hinrich Kappe, Managing Director, Messe Offenbach GmbH, Frankfurt jointly inaugurated the ILD*

Kester, were also present during the inauguration of the India Leather Days on 19th November at 9.00 am Germany local time.

## INTERACTION OF CONSUL GENERAL WITH PARTICIPANTS



*Smt. Pratibha Parkar, Consul General, Consulate General of India, Frankfurt delivering inaugural address*



*Consul General visiting booths of Indian participants*





After inauguration of the India Leather Days, Smt Pratibha Parkar, Consul General visited the Stalls of all the Member Participants and provided valuable inputs on the scope for enhancing India-Germany bilateral Trade in Leather Sector.

Mr. T. Thanjappan, Export Promotion Officer, CLE-HO coordinated the Member participation in the said Event.

28 companies from all over India had participated in the 7th India Leather Days and displayed their latest collection of Leather Goods and Leather Garments. In addition to their specified requirements, each company was provided with a fully constructed stand with name board, display shelves, adequate lighting and furniture. A registration desk at entry point and CLE information desk with display of publicity materials and publicity posters was organized.



### List of 28 Exhibiting Companies at the India Leather Days:

Company Name	Products
ABN INTERNATIONAL, MEERUT	Travel Goods, Brief Cases, Handbags, Wallets & Purses, Vanity Bags, Jacket5s & Jerseys, Belts and Bandoliers
AMIT LEATHER WEARS, NEW DELHI	Travel Goods, Handbags, Jackets & Jerseys
ASIAN LEATHER PVT. LTD, KOLKATA	Ladies Handbags, Wallets and Purses
BHAV CREATIONS, KOLKATA	Toilet-bags & cases, Brief-cases, Jewellery Boxes etc
BLUE DIAMOND LEDERS, CHENNAI	Ladies Handbags, Leather Wallets & Purses
EMAAR FASHIONS PVT. LTD, KOLKATA	Handbags, Jewellery Box, Wallets & purses etc.
EURO LEDER FASHION LTD, KOLKATA	Toilet Bags, Executive Cases, Handbags, Vanity Bags, Jewellery Box, Wallets & Purses, Jackets & Jerseys, Gloves, Industry Gloves, Mittens & Mitts, Semi-chrome grain garments
GLOBETANNERS, KANPUR	Ladies Handbags, Vanity Bags, Leather Wallets & Purses, Belts & Bandoliers
GREEN APPLE LEATHER DESIGN, KOLKATA	Travel goods, Toilet-bags and cases, Satchels, Brief-cases, Executive cases, Hand-bags, Wallets and purses
INFINI DESIGNS PVT. LTD, KOLKATA	Toilet Bags, Satchels, Executive Cases, Vanity cases, Toilet Cases, Handbags, Vanity Bags, Wallets & Purses etc.
KAPOOR INDUSTRIES, MUMBAI	Travel Goods, Handbags, Wallets & Purses
KARINO LEATHER GOODS, KOLKATA	Travel goods, Toilet-bags and cases, Satchels, Brief-cases, Hand-bags for ladies, Wallets and purses etc.

KUNVAR OVERSEAS, GURGAON	Travel Goods, Toilet Bags & Cases, Satchels, Brief-cases, Ladies Handbags, Jewellery Box, Leather Wallets & Purses, Jackets & Jerseys, Belts & Bandoliers, Aprons etc.
LEATHER HUB, KANPUR	Toilet Bags, Satchels, Brief-cases, Executive Cases, Toilet Cases, Vanity Bags, Jewellery Box, Wallets & Purses, Belts and Bandoliers etc.
M & D GLOBAL PVT. LTD, KANPUR	Ladies Handbags, Jackets & Jerseys, Belts and Bandoliers
METROPOLI FASHIONS PVT. LTD, KOLKATA	Ladies Handbags, Vanity Bags, Leather Wallets & Purses
OSMAN SHARIFF, KOLKATA	Travel Goods, Toilet-bags & cases, Satchels, Handbags, Wallets and Purses
PINNACLE OVERSEAS, KOLKATA	Travel Goods, Toilet Bags and Cases, Brief Cases, Ladies Hand-bags, Leather Wallets & Purses
PODDER SON'S EXL. PVT. LTD, KOLKATA	Toilet Bags, Brief-cases, Executive Cases, Toilet cases, Handbags, Wallets & Purses etc.
PRITS LEATHER ART (P) LTD, NOIDA	Handbags, Wallets & purses, Jackets and Jerseys
PROMILA & COMPANY, KOLKATA	Leather Handbags, Wallets & Purses
R.N.R. INTERNATIONAL, KOLKATA	Toilet-bags & cases, Executive Cases, Handbags, Vanity bags, Wallets & Purses, Belts and Bandoliers
RAJA & MITSU FASHIONS, KOLKATA	Handbags for Ladies, Vanity-bags, Jewellery Boxes etc
S.B.S. CRAFTS, KOLKATA	Travel Goods, Toilet Bags, Satchels, Brief-cases, Executive cases, Ladies Handbags, Leather Wallets & Purses
SALUZA EXPORTS, KOLKATA	Hand-bags, Wallets & Purses
SHIVEN IMPEX PVT. LTD, GURGAON	Jackets and Jerseys
SIGNEDGE LEATHER PVT. LTD, GURGAON	Satchels, Ladies Handbags, Leather Wallets & Purses, Jackets & jerseys, Belts & Bandoliers
TRANSWORLD SHOES PVT. LTD, AGRA	Travel Goods, Toilet Bags & Cases, Satchels, Brief Cases, Executive Cases, Handbags, Wallets & Purses, Aprons

## BUSINESS MEETINGS



# INTERNATIONAL



Ms. Ruby Jaspreet, Consul (Consular & Pol), Consulate General of India Frankfurt also visited the event and interacted with the participants

## Conclusion

As per the feedback from the exhibitors, total future business generated at the event was estimated at Euro 25,89,500. The Marketing Agency Messe Offenbach GmbH, Germany undertook extensive Publicity and Buyer Mobilisation Campaign in the form of sending invitation to buyers, advertising in Lederwaren Report

News Banner 4 weeks on website and newsletter, advertising in Pro-Leder, Textilwirtschaft Banner and online presentation in Messe Offenbach website and also with the active support of Indian Embassy, Frankfurt, Germany.

As a result, a total of 174 buyers visited the 7th Edition of India Leather days. Buyers from other European Union countries like Netherland, Hungary, Belgium, Greece, Denmark, UK, Poland, Italy also visited the India Leather Days and held business meetings with Indian participants.

