

India Leather Show, Madrid, Spain March 26 – 27, 2019

by Shri A. Fayaz Ahmad, Deputy Director, Council for Leather Exports (CLE)



Shri P R Aqeel Ahmed, Chairman-CLE presenting floral bouquet to His Excellency Shri Sanjay Verma, Ambassador of India to Spain

Spain is the 11th largest importer of leather and leather products in the world and 6th largest importer of leather products from India. Considering the export potential of this important market, the Council has organized the 10th edition of India Leather Show in Spain during March 26-27, 2019. The market promotion event was organized under the funding support of Market Access Initiative (MAI) Scheme of Department of Commerce, Government of India. India Leather Show was organized in close association with Embassy of India in Spain. Seven-SM Eventos y Marketing S.L. has been engaged as Marketing Agency for organizing the India Leather Show. The marketing agency's prime responsibility was to coordinate the event organization and promotion of the event amongst the Spanish companies and stakeholder agencies, and ensuring maximum

gathering of business visitors.

All the product segments were covered in the India Leather Show to make it a large show featuring display of wide range of products i.e., footwear including non-leather footwear, footwear components, leather shoe uppers, Leather Garments, Leather Goods/Accessories, Leather Gloves and Finished Leather.

Indo-Spain Trade in leather sector

Spain is the 11th largest importer of leather & leather products in the world. Spain's import of leather and leather products increased from US\$ 4209.43 million in 2013 to US\$ 4764.58 million in 2017, growing at a CAGR of 3.15%. Out of Spain's total leather import trade, the import share of various leather product categories are finished leather (11.37%), leather

footwear and non-leather footwear including components (71.35%), leather garments (3.85%), leather goods & accessories (9.85%) & saddlery & harness (0.96%). Hence, Spain is a potential market for Footwear, Leather Goods, Garments and Finished Leather.

Spain is the 6th largest importer of leather products from India, holding a share of around 5% in India's total leather products export. India's export of leather products to Spain has increased from US\$ 307.95 million in 2013 to US\$ 327.86 million in 2015. During 2016 and 2017, the export to Spain has declined to US\$ 293.43 million and US\$ 281.30 million respectively. A Statement showing Spain's import of Leather Products and India's Export and its Share during the period 2013-2017 is given below.

INDIA'S EXPORT OF LEATHER , LEATHER PRODUCTS AND FOOTWEAR TO SPAIN VIS-A-VIS IMPORT OF SPAIN

(Value in Mn US\$)

DETAILS	2013	2014	2015	2016	2017
Leather					
Import	746.38	836.16	733.58	567.26	541.61
India's Export	41.43	46.67	32.29	24.82	23.45
% Share of India	5.55%	5.58%	4.40%	4.38%	4.33%
Leather Footwear					
Import	1145.71	1263.53	1144.08	1149.96	1155.35
India's Export	106.49	118.17	104.22	90.21	86.50
% Share of India	9.29%	9.35%	9.11%	7.84%	7.49%
Footwear Components					
Import	116.42	140.73	123.22	125.73	124.28
India's Export	10.03	11.44	8.47	8.22	7.49
% Share of India	8.62%	8.13%	6.87%	6.54%	6.03%
Leather Garments					
Import	180.17	199.68	203.13	222.51	183.40
India's Export	72.58	80.1	89.62	79.49	74.90
% Share of India	40.28%	40.11%	44.12%	35.72%	40.84%
Leather Goods					
Import	392.73	435.41	424.62	441.1	469.51
India's Export	74.31	90.72	89.55	85.79	80.16
% Share of India	18.92%	20.84%	21.09%	19.45%	17.07%
Saddlery & Harness					
Import	24.94	32.01	28.56	36.51	45.79
India's Export	2.79	3.2	2.75	3.96	7.58
% Share of India	11.19%	10.00%	9.63%	10.85%	16.55%
Non Leather Footwear					
Import	1603.09	1934.16	1840.50	2041.01	2244.66
India's Export	0.32	0.96	0.96	0.94	1.22
% Share of India	0.02%	0.05%	0.05%	0.05%	0.05%
Total					
Import	4209.44	4841.68	4497.69	4584.08	4764.60
India's Export	307.95	351.26	327.86	293.43	281.30
% Share of India	7.32%	7.25%	7.29%	6.40%	5.90%

Source: Spain's Import – ITC Geneva / India's export DGCI & S

India's leather & leather products including footwear exports to Spain has touched US \$ 281.30 million in 2017. India accounts for 5.90% in Spain's total import of leather and leather products. Out of India's total leather exports to Spain, export of leather garments has the highest share of 40.84%, followed by Leather Goods & Accessories accounting for a share of 17.07%. Though footwear accounts for more than 70% of Spain's global import, India's export of footwear to Spain remains at a negligible share of only 2.8%. Hence India can focus on exporting Footwear, Leather Garments, Leather Goods and Finished Leather to Spain. India is the largest supplier of leather garments to Spain, followed by Pakistan, China, Italy & Turkey. India is the 2nd largest supplier of leather goods & accessories to Spain, next to France. India is the 6th largest supplier of leather footwear to Spain, next to Italy, China, Vietnam, Portugal & Netherlands. There is good scope for India not only for exporting but also for exploring joint ventures, technological tie-ups and also sourcing of leather.

Footwear - Major supplying countries to Spain

India is 13th largest supplier of footwear to Spain

	Value in US\$ Mn		
	Import value in 2015	Import value in 2016	Import value in 2017
China	1079.36	1117.59	1146.78
Belgium	187.54	222.31	292.58
France	151.73	146.71	162.59
Italy	271.77	298.79	314.86
Netherlands	152.73	242.57	259.58
Viet Nam	355.28	359.53	376.16
Germany	88.81	112.66	100.27
Portugal	180.25	176.45	152.04
Morocco	79.75	84.47	92.16
United Kingdom	47.36	56.02	69.78
Bangladesh	67.94	80.43	95.17
Cambodia	25.08	27.58	61.48
India	113.65	99.37	95.21

Leather Goods & Accessories - Major supplying countries to Spain

India is 3rd largest supplier of Leather Goods & Accessories to Spain

	Value in US\$ Mn		
	Import value in 2015	Import value in 2016	Import value in 2017
France	93.11	107.91	135.12
Italy	64.98	73.30	79.48
India	89.55	85.79	80.16
Netherlands	17.50	18.02	17.19
China	62.41	55.11	47.54
Germany	10.63	12.29	12.39
Romania	7.30	5.61	5.56
Pakistan	10.42	9.06	9.55
Portugal	3.31	3.26	4.41

Leather Garments - Major supplying countries to Spain

India is the top supplier of Leather Garments to Spain

	Value In US\$ Mn		
	Import value in 2015	Import value in 2016	Import value in 2017
India	89.62	79.49	74.90
Pakistan	36.25	44.80	34.76
Italy	17.82	18.45	19.39
France	5.76	8.67	9.13
Germany	1.84	3.07	3.970
China	24.07	19.95	8.7
Netherlands	1.46	3.3	4.67
Portugal	3.02	4.20	3.83
Turkey	11.41	9.80	7.47

Promotional actions done by Marketing Agency

Seven-SM Eventos Y Marketing began to perform the actions to achieve the greatest success of the event, as per the contract signed by the agency with CLE on 08.01.2019. The activities are summarized in the following points

- Launched the 1st press release to all the media in the sector in Spain, for publication with the image of the event on 14.01.2019. Advertising plan was devised with the main media of the sector during Feb & March 2019.

- Publication in two full-page magazines of the image of the event during the months of February and March, made with Mundipress.

- Banner Central 1º: February: 1, 8, 15, 22, 25. March: 4, 11, 18, made with Pinker

- Inclusion of rotating banner in optimal position from 11.03.2019 to 24.03.2019 in the online newspaper of MODAES.ES

- Inclusion of an Inner B banner in the Newsletter Agenda of MODAES.ES on 10.03.2019 and 17.03.2019

- Sponsorship of the Newsletter Agenda + special mention in the case + Banner in Premium position on 24.03.2019, made with MODAES.ES.

An exhaustive campaign was launched to mobilize Spanish companies to the India Leather Show. An exclusive website <http://sevensm.com/es/ils2019/> for India Leather Show was developed, and informative mail was sent to 3680 companies in the sector to invite them to register as attendees to the event. The details of Indian exhibitors were hosted in the website. A shipment has been made to all associations in the sector in Spain, as well as a personalized delivery to VIP customers in Spain. The activities contracted with the most important journals in the sector of sending mailings to their databases are put into operation according to previously established contracting terms. The journals are 'Comercial Mundipress (2

newsletters. 4.813 Buyers (1.813 Manufacturers y 3.000 Retailers - on 08/03/2019 & 18/03/2019), PINKER (modality e-mailing exclusive www.pinkermoda.com for all BBDD PINKER MODA - 10000 contacts online - on 14/03/2019 and 19/03/2019), PRENSA TÉCNICA (Newsletter for all DB of Modapiel and Revista Técnica del Calzado on 12/03/2019 and 21/03/2019), BANCO DE LA PIEL (Email delivery to 450 tanning companies and 600 footwear brands). By virtue of such massive marketing efforts undertaken by the Seven SM, there were 223 confirmed attendees who have confirmed prior to the Show that they would visit the India Leather Show on March 26 & 27, 2019.

Participation of Indian companies

A total of 49 Indian companies from various parts of the country have attended this event. The region-wise breakup of participation are South (9), North (13), Central (9), East (16), West (2).

S.No	Company Name	Products to be displayed
1	Adora creation, Kolkata	Leather goods & accessories
2	ACE Exports, Faridabad	Leather garments
3	AFI Tannery, Vaniyambadi	Finished leather
4	AKAY Top Industries, Mumbai	Jute soles, vulcanized rubber soles, leather espadrille shoes
5	AKC International, Agra	Men's & kid's footwear
6	AKJ Industries Private Limited, Kolkata	Leather goods & accessories
7	Anam Exports, Kanpur	Leather footwear
8	Ankita Enterprise, Kolkata	Leather Industrial gloves, Leather industrial aprons, Leather industrial garments
9	Aqsa Creations, Kanpur	Leather belts
10	Arshi Enterprises (Arshi Tannery), Kanpur	Leather, Leather Belts, equestrians goods, shoes upper, Leather goods & accessories
11	Aseer Leather Corporation, Chennai	Finish leather, Shoes uppers and open footwear
12	Blue Metal Fashion, Chennai	Handmade Leather woven mat and handmade Leather products
13	C. Kalyanam & Co, Chennai	Finished leather, Shoe uppers, Leather goods
14	Caressa international, New Delhi	Leather goods & accessories
15	Classic Creation, Kolkata	Leather goods & accessories
16	Fawz International, Kanpur	Leather bags
17	Feroz Tanners, Kanpur	Leather bags, Leather Sandal/Slippers, Leather ankle boots, Leather loafers / driver shoes
18	Fine Leather Tanning Industries, Kolkata	Leather goods & accessories, Shoes
19	Flamingo Designs Pvt. Ltd, Noida	Ladies sandals & shoes
20	Habib Fashion, Kanpur	Bags leather, Belt leather, upholstery Leather, shoe upper leather, bags & belt
21	Indexport leather export pvt. Ltd, kolkata	Leather goods & accessories
22	Indian Handicrafts, Mumbai	Ladies Leather sandals
23	JC Fenasia Exports Pvt. Ltd, Kolkata	Leather goods & accessories
24	K.M.Saleem & Co, Chennai	Leather & Leather garments
25	Klodennex, kanpur	Leather goods & accessories
26	Leatherwave, Kanpur	Leather Saddlery Items, Horse Rugs, Leathers Belts
27	Lewo Impex Pvt. Ltd, Gurgaon	Leather goods & accessories, Leather Belts & Bandoliers
28	MRG International, Kolkata	Leather goods & accessories
29	Mariam Fashions, Kolkata	Leather goods & accessories
30	Naagu Leathers, Chennai	Finished leather
31	Nav International, Chennai	Leather goods & accessories
32	Orion Tradecom Pvt. Ltd, Kolkata	Leather garments, Leather goods & accessories
33	PNR Crafts Pvt. Ltd, Delhi	Leather goods & accessories
34	Pinnacle Overseas, Kolkata	Leather goods & accessories.
35	Premier Exports, Kolkata	Leather goods & accessories
36	R.K. Fibres, Kanpur	Shoelaces, webbings, reflective webbings, Waxed cords, leather cords, Foam laminated fabrics
37	Revive India Exports, Noida	Leather garments
38	Saluza Exports, Kolkata	Leather goods & accessories
39	Sayee Leathers, Chennai	Leather goods & Leather garments

40	Signedge Leather Pvt. Ltd, Gurgaon	Leather goods & accessories, Leather garments, mittens and others
41	Srimani Silpayan (I) Pvt. Ltd, Kolkata	Leather goods & accessories
42	Swiss International, Kolkata	Leather goods & accessories
43	Trendsetter, New Delhi	Leather garments, Leather goods & accessories
44	V&M, Gurgaon	Leather goods & accessories
45	Vintage Lineage, Noida	Vintage Leather handcrafted products
46	Viralli Enterprises, Chennai	Leather garments
47	Virgo Fashions, Kolkata	Leather goods & accessories
48	Vision Creations, New Delhi	Leather jackets, Leather goods & accessories
49	Vision Exports, New Delhi	Leather goods & accessories

Inauguration Ceremony

The inauguration function of the event was held at 10.10am on 26.03.2019. His Excellency Shri Sanjay Verma, Ambassador of India to Spain has inaugurated the India Leather Show, in the presence of Shri P.R Aqeel Ahmed, Chairman-CLE. Dignitaries present on the occasion are Shri R. Selvam, IAS, Executive Director-CLE, Shri Saravanan Balasubramanian, Second Secretary (Political & Commerce), Embassy of India, Spain, Ms Parul Singh, Associate Director, India Brand Equity Foundation (IBEF) Mr Santiago M. Tortajada, Seven SM Eventos y Marketing S.L (Marketing agency) & Shri A Fayaz Ahmad, Deputy Director-CLE.



His Excellency Shri Sanjay Verma, Ambassador of India to Spain inaugurating the India Leather Show

The inauguration was done by Ribbon Cutting and Chairman-CLE has presented a floral bouquet to His Excellency Shri Sanjay Verma, Ambassador of India to Spain and Executive Director-CLE has presented the bouquet to Shri Saravanan Balasubramanian, Second Secretary (Political & Commerce), Embassy of India, Spain. Thereafter, the dignitaries went around the Indian exhibitor's booths & held discussions.

Press Conference

On the occasion of India Leather Show, a Press Conference was held at 10.40am at Escorial Hall of Weare Chamartin Hotel, Madrid. The Press Conference began by playing the CLE Film. Ms Parul Singh, Associate Director-IBEF gave the welcome speech.

Shri R Selvam, IAS, Executive Director-CLE made a PPT on the potential of the Indian Leather Industry, highlighting the current status, export performance, and future growth, and attractive policies of the Government of India towards FDIs and Joint venture collaborations. The Government of India is providing more impetus to enhance and drive exports of leather and leather products to cater to Spain's immense market. The focus of the industry in the next two years will be to facilitate implementation of sustainable models of production, productivity, greater focus on innovation, design and undertake aggressive and wide range of marketing activities to make further inroads into traditional and potential markets.

Shri R Selvam, IAS, Executive Director-CLE has mentioned in the PPT that the total turnover of the Indian leather industry now is US \$ 17.74 billion, which includes export turnover of US \$ 5.74 billion and domestic market turnover of US \$ 12 billion. According to World Footwear, UK market report 2018, India has become the second largest consumer of footwear, and both the export and domestic markets are expected to grow at 10% in coming years. Almost all leading international lifestyle brands, retail chains and stores are sourcing footwear, leather goods & accessories from India. The leather industry has a potential to achieve 8% to 10% annual growth in exports in the next two years. The presentation covered the Indo-Spain Bilateral trade data, current status of the Indian leather industry; major export destinations, strength and opportunities, and he concluded his presentation by stating that Spanish companies may explore India as an investment destination and set up the manufacturing plants either as wholly owned enterprises or by joining hands with Indian entrepreneurs, for which the Government of India has put in attractive policies to encourage and facilitate the overseas investors to invest in India, in Footwear, Leather & Accessories sectors.

Shri P R Aqeel Ahmed, Chairman-CLE has made a key note speech highlighting the Indo-Spain trade in leather sector and possibilities for collaborations between India and Spain. He said that he is happy to be here in Spain, which is not only the 11th largest exporter of leather, leather products and footwear with an export value of USD 4406.29 million during 2017, but also the 11th largest importer of these products with an import value of USD 4764.59



Shri R Selvam, IAS, Executive Director-CLE presenting floral bouquet to Shri Saravanan Balasubramanian, Second Secretary (Political & Commerce), Embassy of India, Spain



Shri R Selvam, IAS Executive Director-CLE making a presentation on the potential of Indian Leather Industry

million in 2017. Thus, Spain is not only a major market but also a potential collaborator for joint ventures, technical collaborations and also joint marketing. India's export of leather, leather products and footwear to Spain was about US\$ 281.30 million during 2017-18. This is only about 5.9% of total import of these items by Spain. Hence, there is tremendous scope to further enhance our exports. Also, the domestic market in India is very huge and growing. Hence, India will be a reliable partner to Spain. He recalled that CLE has been organizing various market promotion events in Spain, and CLE in association with the Indian Embassy has organized the 1st edition of India Leather Show in Madrid in 2005 with about 40 members participating. Since then, the CLE has been organizing successful India Leather Shows in Spain, consecutively in the years 2010, 2011, 2012, 2013, 2015, 2016, 2017, 2018 and the current 2019 edition is the 10th in the series. India is a country which on the move and is developing rapidly. In a span of four years, its ranking in Ease of Doing Business has gone-up from 142 to 77. India has highest youth population of 356 million in the age group of 12-24 years. India has become a focal point of growth and development, as proved by recent global economy forecasts of International Monetary Fund (IMF) released at World Economic Forum in Davos. The IMF has projected only 3.5% and 3.6% growth of global economy in 2019 and 2020 respectively, but has projected 7.5% and 7.7% growth for Indian economy, which is more than double the growth rate projected for global economy. Also, this growth rate is more than that of 1.6% growth projection for Euro Zone for 2019, 2.5% for USA and 6.2% for China.



Shri P R Aqeel Ahmed, Chairman-CLE delivering key note address in the Press Conference

Shri P R Aqeel Ahmed, Chairman-CLE has further said that the online retail segment in India is estimated to grow from USD 15 billion in 2016 to USD 200 billion in 2026 (1200% growth). The footwear segment will have a larger share in the growth of domestic market in India. The per capita consumption of footwear in India is projected to grow from existing 2 pairs to 4 pairs in next 4-5 years and hence footwear production is required to be scaled-up from present 2.2 billion pairs to 5 billion pairs per annum in the coming years to meet the increasing demand. This provides immense opportunities for the Spanish investors. Any importer in India can import the hides, skins and finished leather into India without any import duty (Basic Customs Duty). Also, the machinery required for leather industry can be imported without import duty under Export Promotion Capital Goods Scheme (EPCG), subject to meeting Export Obligation of 6 times of duty saved in 6 years. 100% Foreign Direct Investment is permitted in the leather industry. The Government



His Excellency Shri Sanjay Verma, Ambassador of India to Spain giving his speech highlighting India Spain cooperation

of India is implementing USD 370 million special package for leather industry during 2017-2020, which will ensure rapid development of the industry in key areas namely capacity modernization and technological upgradation, environment management, skill development, branding etc. This is the right time for Spanish entrepreneurs to invest in India or explore Joint Ventures. Besides, there are immense opportunities for Spanish Technicians and Designers for working with Indian companies as many manufacturers are now looking to set-up their own design development units. With this, he concluded his speech by stating that let us begin a new

era of India – Spain co-operation in leather & footwear industry for overall growth and development.

His Excellency Shri Sanjay Verma, Ambassador of India to Spain, gave a speech highlighting the India-Spain cooperation, and pointed out the opportunity presented by India's potential in terms of manufacturing prowess and domestic market for footwear and leather goods & accessories.

About 12 media from Spain attended this Press Conference, which was organized by India Brand Equity Foundation (IBEF). On the occasion, a Press release was issued to the media.

After the Press Conference, Shri P R Aqeel Ahmed, Chairman CLE had visited the stands of Indian Exhibitors and held feedback-cum-discussions. The Chairman CLE had a detail talk with Mr. Santiago M Tortajada, Seven SM regarding arrangements made for the India Leather Show, and marketing interventions done by the Seven SM in Spain. Shri R Selvam, IAS, Executive Director, CLE has accompanied His Excellency Shri Sanjay Verma, Ambassador of India to Spain and Shri P R Aqeel Ahmed, Chairman-CLE's visit to India Leather Show and interacted with the participants.



His Excellency Shri Sanjay Verma, Ambassador of India to Spain visits Indian Exhibitor's Booths along with Shri R Selvam, IAS Executive Director-CLE, Shri Saravanan Balasubramanian, Second Secretary (Political & Commerce) Embassy of India, Spain & Ms Parul Singh, Associate Director - IBEF



His Excellency Shri Sanjay Verma, Ambassador of India to Spain at the CLE Booth along with Shri R Selvam, IAS Executive Director - CLE, Shri Saravanan Balasubramanian, Second Secretary (Political & Commerce), Embassy of India, Spain & Ms Parul Singh, Associate Director-IBEF



Shri P R Aqeel Ahmed, Chairman - CLE interacting with Mr. Santiago M Tortajada, Seven-SM (Marketing Agency), along with Shri A Fayaz Ahmad, Deputy Director-CLE



Shri P R Aqeel Ahmed, Chairman-CLE interacting with Indian participants



His Excellency Shri Sanjay Verma, Ambassador of India to Spain interacting with participants along with Shri P.R. Aqeel Ahmed, Chairman, CLE and Shri R. Selvam, IAS, Executive Director, CLE



Business Outcome

As per the visitor registrations done by the Seven SM, 156 Spanish Companies (comprising of 211 persons) have attended the India Leather Show during March 26-27, 2019. While 70 Spanish companies attended the

Show on Day-1, another 86 companies attended the show on Day 2.

As per the feedback provided by Indian participants, 39 Indian companies had 117 business meetings with Spanish buyers. The immediate firm orders were booked to the tune

of Euro 102000. As per the business meetings held, the participants are anticipating future business to be around Euro 458000. In their feedback, 10 companies have informed that they did not have any business meetings.

BUSINESS MEETINGS



Feedbacks

The marketing agency has obtained feedback from the Spanish companies (visitors) via a Questionnaire and as per the report of the marketing agency, 82% reported the parameter "ease of registration" as excellent, 65% reported the parameter "venue" as excellent, 63% reported the "attention received by the exhibitors" as excellent. 35% reported "design of the products exhibited" as

good & 32% reported “quality of the products exhibited” as good.

Apart from business outcome feedback, Indian companies have also provided their feedback to the CLE on wide range of sub-elements such as choices of venue in Madrid, organizing the show in one hall itself in the present venue instead of two halls, need to align with the existing International Trade Fair in Madrid, organize the event in manufacturing clusters also (Alicante) along with Madrid or Barcelona, more focus marketing effort from the marketing agency etc.

Furthermore, Indian companies have also given their feedback on the performance of the marketing agency Seven-SM Eventos y marketing S.L. While 18 companies have termed the overall performance as poor, 13 companies

have termed the overall performance as average, 17 companies have termed good performance & 1 company termed as excellent performance.

The CLE will take all these feedbacks into consideration while planning the next marketing event in Spain.

Participation of CLE officials:

The promotional materials of CLE such as various kinds of product posters, Directory of Indian Exporters 2019, Brochure on Indian Leather Industry, Brochure on potential for co-operation with focus on Make in India, CLE Brochure on global dominance & other publicity materials, have been circulated to the trade visitors. The CLE Brochure on Potential for cooperation with focus on Make in India, was translated into Spanish Language, and it

was part of Kit given to the press media as well as to the trade visitors.

A booklet on Spanish language, containing the brief profiles of Indian participants was also circulated in the event reception desk, and also widely circulated in CLE Booth.

Shri A. Fayaz Ahmad, Deputy Director, CLE has participated and coordinated the organization of India Leather Show. He interacted with the participants and coordinated with the marketing agency, officials of Embassy of India and interacted with the trade visitors to the CLE Booth. Mr. Prem N Pandey, Export Promotion Officer, CLE Kanpur and Mrs. Sarmistha Banerjee, Assistant EPO, CLE Kolkata have attended and facilitated the arrangements and assisted in the organization of India Leather Show.



Shri A Fayaz Ahmad, Deputy Director-CLE, seen with Shri P.N Pandey, EPO, CLE Kanpur & Mrs Sarmistha Banerjee, AEPO, CLE Kolkata

BUSINESS MEETINGS



Spanish company's interest to set up a manufacturing plant in India

Mr. Patrick Lombardia, General manager Deputy, ARNEPLANT S.L (Website: www.arneplant.com), has visited the CLE Booth and informed that they are interested to set up a factory in India to manufacture Insoles. CLE has advised them to send their proposal/company profile details to Invest India, which is the national investment promotion and facilitation agency of the Government of India. The information on FDI policies and entry options available to foreign investors were briefed to them. The contact details of Invest India were shared with them and a copy of the CLE Brochure 2019 on Make in India was provided to them, which has all necessary details. Arneplant SL has thanked the CLE for advice and guidance, and informed that they would prepare the proposal and would send it to Invest India under copy to CLE.

Conclusion

The India Leather Show has become a major event for Spanish business community to visit the show and interact with the Indian companies and see the collection of wide range of products displayed and meet their sourcing requirements of leather, footwear, leather goods & accessories etc. India Leather Show is providing the platform both to the Indian companies as well as Spanish buyers to meet and interact and explore the possibilities for further enhancing the trade cooperation between the two countries. In terms of the visitor attendance, 156 Spanish companies have visited the India Leather Show over two days. This is a reasonable turnout for a stand-alone event, which indicates the interest of Spain to have business tie-ups with the Indian manufacturers.



Shri A Fayaz Ahmad, Deputy Director-CLE attending to the queries of Arneplant S.L., regarding proposal for setting up of their manufacturing unit in India