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- India-Australia ECTA Delegation of Shri Piyush Goyal,
Hon'ble Union Commerce & Industry and Textile Minister,
Govt. of India, 5th April-8th April, 2022

COUNCIL FOR LEATHER EXPORTS

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Dear Members

As you all know India has signed two FTAs recently. One is the Comprehensive Economic Partnership Agreement (CEPA) with UAE and the other is the Economic Co-operation and Trade Agreement (ECTA) with Australia.

Under India – UAE CEPA, UAE has provided import duty exemption (i.e. 0% duty) to India for export of items namely Leathers – Chapter 41, Leather Products (including Saddlery & Harness items and Leather Garments) – Chapter 42, Footwear & Components – Chapter 64 and also fur and fur products – Chapter 43.

UAE is the largest market for Indian leather industry in the Middle East region. UAE is also the gateway for the African market. Export of leather, leather products and footwear to UAE was USD 169.86 million in 2019-20. Our market share in registering a market share of 6.43% in UAE. Considering the good export prospects and duty free facility, the exports to UAE are expected to register significant growth in the next five years

Under India - Australia ECTA, it is learnt that Australia has also offered import duty exemption for leather, leather products and footwear. Our exports of leather, leather products and footwear to Australia was USD 74.95 million during 2020-21. We have a market share of only 3.79% in Australia and hence there is scope to significantly enhance our market share.

The Trade Agreements with UAE and Australia have come as a major boost to our industry, as our exports are now looking-up. The trade agreements will help in further enhancing our exports to the markets of UAE and Australia in the coming years.

With best wishes

Sanjay Leekha

Chairman

COUNCIL FOR LEATHER EXPORTS



Dear Members

We have already issued detailed circulars regarding renewal of CLE Membership for the year 2022-23. As informed, all members have to fill up the online application in DGFT website (<https://www.dgft.gov.in>) and also in the CLE website (www.leatherindia.org)

DGFT WEBSITE

For applying NEW RCMC in DGFT website, please refer SERVICES:E-RCMC Menu in the DGFT website. While filling up the application in DGFT website, the RCMC copy and IE code certificate have to be uploaded. While filling up the details in CLE website, bank realization certificate has to be uploaded

You also need to ensure that your export value for the years 2018-19, 2019-20, 2020-21 & 2021-22 are uploaded in your IE Code profile in the DGFT website, so that the export value in previous year i.e. 2021-22 is automatically reflected in your application. If the export details are not updated in your IEC profile, you will not be able to submit the RCMC application form. For updating IEC, you have to login the DGFT website and go to Services – IE Code profile management – Export/import turnover details.

You also have to register your digital signature in the RCMC log in by clicking the menu MY DASHBOARD –VIEW AND REGISTER DIGITAL SIGNATURE TOKEN – REGISTER NEW DSC. You need to keep your DSC open while registering and also prior to filling-up the online RCMC application form and also have to sign the membership application form digitally before going to the option for payment for membership fee.

CLE WEBSITE

In the CLE website, please Click the “ MEMBERSHIP ” heading and choose “RENEWAL APPLICATION FORM 2022-23” Upload GST certificate, IEC Number Copy and In case of Manufacturer, upload MSME Certificate and also export Realisation Certificate duly certified by bank. In case of NIL exports during 2021-22, no export realization certificate is required.

I would request all members to kindly renew their membership at the earliest, to enable CLE to issue the RCMC through the DGFT portal.

With kind regards

R. Selvam IAS

Executive Director

COUNCIL FOR LEATHER EXPORTS



India-Australia ECTA Delegation of Shri Piyush Goyal, Hon'ble Union Commerce & Industry and Textile Minister Govt. of India, 5th April-8th April, 2022

Union Minister of Commerce and Industry, Consumer Affairs, Food and Public Distribution and Textiles, Shri Piyush Goyal took industry delegation to Australia on 4th April 2022. His visit comes days after India and Australia signed the Economic Cooperation and Trade Agreement (IndAus ECTA) on Saturday, 2nd April. The aim of the visit was to take ECTA to people along with Business leaders, Indian students, diaspora, etc.

During the visit minister held wide-ranging discussions with his Australian counterpart, Mr. Dan Tehan MP, Minister for Trade, Tourism and Investment, on carrying forward the ECTA. ECTA is the first trade agreement of India with a developed country after more than a decade and provides for an institutional mechanism to improve trade between the two countries. Shri Goyal also had talks with Mr. Tony Abbott, Australian PM's Special Trade Envoy on 5th April 2022.

Shri Goyal also held meetings with Mr. Jason Wood, MP, Assistant Minister for Customs, Community Safety and Multicultural Affairs, Mr. Alex Hawke, Minister for Immigration and Multicultural Affairs, Mr. Roger Cook, MLA, Deputy Premier of Western Australia and Minister for State Development, Jobs and Trade, Tourism, Commerce and Science and Ms. Madeline King, Shadow Trade Minister.

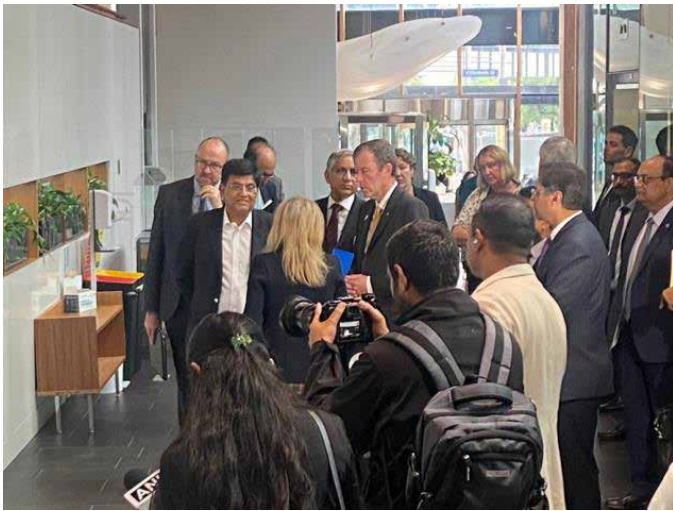
During his packed schedule, Shri Goyal will visit the University of Melbourne and Australia India Institute tomorrow. He addressed a business delegation and also



Shri Piyush Goyal, Hon'ble Minister for Commerce & Industry and Textiles Govt. of India interacting with industry members / Delegates who accompanied Minister in his post India-Australia FTA signing outreach programme to Australia, 5th April to 8th April 2022 at Melbourne, Sydney and Perth

had conversation with Minister Dan Tehan and Mr Allan Myers, Chancellor, University of Melbourne, at the Melbourne Law School in The University of Melbourne.

Shri Goyal will also visit the landmark Melbourne Cricket Ground and address the Australia-India Chamber of Commerce and Austrade, along with Minister Dan Tehan, besides interacting with the Indian media. He later part of the day visited the Shiva Vishnu Temple in Melbourne and attended



Shri Piyush Goyal Hon'ble Minister for Commerce & Industry and Textiles Govt. of India
with his Australian counterpart, Mr. Dan Tehan MP, Minister for Trade, Tourism and Investment, on carrying forward the
ECTA on 6th April 2022 at University of Melbourne and Melbourne Cricket Ground (MCG) at Melbourne.

a Community event with the Indian Diaspora.

Shri Piyush Goyal while addressing at University of Melbourne said that India-Australia trade pact will raise bilateral trade from the present level of USD \$26-27 billion to \$100 billion by 2030, much faster than initial expectation of rising to \$50 billion in five years. He conveyed that the excitement generated by the agreement has increased business optimism on both sides.

“Together this marriage can truly have far reaching dimensions for both our economies and, if I dare say, for the rest of the world also where we can collectively engage and have an outreach to other parts of the world,” he said.

The minister invited Australian businesses to invest in India. “We offer you transparency. We offer you our trust, rule of law. We are two democratic nations, two people who love sports, both are members of the Commonwealth,” he added.

The minister also addressed members of the business community from both countries at the Melbourne Cricket Ground. Shri Goyal said India and Australia have complementarities that can benefit both countries, - India’s huge market and Australia’s investible surplus. He said the India-Australia Economic Cooperation and Trade Agreement (IndAus ECTA) will unlock the huge market of almost 1.4 billion consumers in India to Australian industries.

“We are now One, that’s what the Unity Agreement is all about. And at this watershed moment in our relations, I think it’s only appropriate that we break every barrier between the two countries whether it’s movement of goods, services, people, technology, education, science, medical knowledge, we break all



Mr. Dan Tehan MP, Minister for Trade, Tourism and Investment, expressing his views and further actions on ECTA on 6th April 2022 to Indian Business Delegation at Melbourne Cricket Ground (MCG), Melbourne, Victoria

these barriers, see how we can work together as true brothers,” said Shri Goyal.

Shri Goyal said there is huge potential in areas like textiles, leather & footwear, pharma, hospitality, gems and jewellery, IT, Startups etc. and Accountancy in Services, that will create huge employment in both countries.

“Let’s see some more Tasmania lobsters in New Delhi possibly, or wine from South Australia coming down into Indian shelves, we’ll probably have a lot more Bangaloreans coming down to Melbourne to serve you in your IT space, we’ll have a lot more jewellers from Prime Minister’s home state of Gujarat, from Surat coming down to sell their wares in the stores in Australia,

lots to do together, lot of potential in different areas. I hope this partnership will grow and we will all grow along with this partnership,” he added.

Shri Goyal said there is huge scope for trade in Services. While Australia is a preferred destination for Higher Education for most Indians, the IndAus ECTA paved the way for resolution of a big obstacle for India's IT sector to grow in Australia.

“I am delighted that we have been able to resolve a long pending issue about taxation of the IT industry that was kind of holding back greater business with Australia. That being behind us, there's huge potential,” he said.

Shri Goyal observed that many thousand years ago, Australia and India were part of same supercontinent and then the brothers were separated due to continental break-up. Today, our governments are trying to bring them together with increasing partnership on political, economic, security and sporting front. Our relations are as strong and resilient as the mighty Pacific Ocean, he said.

“Well, as they say, there's a saying in Hindi, 'dair aaye, durrast aaye', - Even though you may be late, but it's good that you are there. And I think that's the sentiment that the Indus-Ekta Agreement has for all of us,” he said.

Later, delivering the keynote address at Lunch with Business Leaders, organised by the Australia India Chamber of Commerce (AICC) in Melbourne, Shri Goyal termed the IndAus ECTA as an important milestone that will contribute to widespread development of multi-

sectoral economic value chains. Shri Goyal said it will have a positive economic multiplier effect in both economies.

“I believe that here is a partnership between two countries which don't compete with each other at all, they actually complement each other,” said Shri Goyal. “The focus that we are putting on Make in India dovetails so beautifully into the strengths of Australia, the natural bounty that you are all endowed with,” he said.

Shri Goyal said that India under the leadership of Prime Minister Narendra Modi has taken several bold initiatives since 2014 towards Ease of Living and Ease of Doing Business to ensure a better quality of life for all.

“We believe when the people of India have a better quality of basic necessities, they will be able to contribute much more to the Indian economy, to the society, be better citizens of the country. And the next stage, obviously, as the demand, as the expectations of our people increase, we will be needing to provide economic growth, we will be needing to provide jobs. There will be millions, hundreds of millions who will own their first automobile, there will be hundreds of millions who want to buy a dishwasher, a washing machine, there will be hundreds of millions who will be looking for better nutrition, better quality of healthcare, better quality of education,” said Shri Goyal.

“And that's where the India-Australia Economic Cooperation and Trade Agreement can actually make a significant impact on the lives of the people of India and similarly provide huge opportunities for the people of Australia, working together, to meet the needs and aspirations of this billion plus people,” he added.

Complimenting the leadership of Prime Ministers Narendra Modi and Scott Morrison, Shri Goyal said the role of the former Australian Prime Minister and Australian PM's Special Envoy on Trade, Mr. Tony Abbott and Australia's Trade Minister, Mr. Dan Tehan were instrumental in capping the long pending trade pact between the two nations.

“The world is going through tumultuous times, we've been grappling with Covid and other situations which are a cause of serious concern for all of us, but within those boundaries of problems, I think, (the fact that) India and Australia have demonstrated a unity of mind, a unity of purpose and a shared commitment to come together, expand our people to people relations, expand our business to business relations, strengthen the political partnership of our two leaders and two governments,” he said.

Earlier, paying his tributes to the veteran cricketer, late Shane Warne who hailed from Melbourne, the Minister said that he had his admirers in India as well and that millions of cricket fans mourned over the sudden demise of the 'King of Spin'.

“He was unique in more ways than one,” said Shri Goyal, conveying his deepest condolences to the cricketer's family and friends.



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The Minister of Commerce and Industry and Textiles, Shri Piyush Goyal today said Education will act as a bridge between India and Australia while addressing students and faculty at University of New South Wales. He further added that Education and Commerce, engaging with Technology, will empower us towards Action in strengthening our relations with Australia.

“It has always been an important element of our partnership. In the post-Covid world, we must explore possibilities of hybrid programmes,” said Shri Goyal, in his address during an Interaction with Students of New South Wales (UNSW) in Sydney.

Terming the India-Australia Economic Cooperation and Trade Agreement (IndAus ECTA) as a “natural partnership”, Shri Goyal said India is looking at tripling steel production capacity and energy efficiency. “A lot of the good work that researchers come up with does not get that kind of scale, that kind of opportunity to operationalize,” said Shri Goyal. “With that scale we can make medical care more affordable, with that scale we can make technology come to serve larger numbers of people, manufactured at scale, using the talent that we have in both countries, possibly the talent in Australia coming up with game changing research, the talent in India helping it to manufacture that at scale, use that at scale, serving large sections of society in the world and from there taking it to the rest of the world. And I do believe that such partnerships are important for the world” he added. Inviting the University of NSW to expand its footprint in India, Shri Goyal said the India-Australia partnership can truly transform the lives of our people.

Later addressing the Business Leaders Meeting, organised by Business Council of Australia, Shri Goyal said



Shri Piyush Goyal, Union Minister of Commerce and Industry, Consumer Affairs, Food and Public Distribution and Textiles, expressing his views and further actions on ECTA on 6th April 2022 to Indian Business Delegation at Melbourne Cricket Ground (MCG), Melbourne, Victoria

business will be the framework on which all other engagements between the two sides will prosper. “You can actually take your technologies, take the wonderful innovations that you are generating out your laboratories, research institutions or universities to a large market like India, use the talent and skills that Indians offer, possibly to Make in India for the large Indian population and for the world, - Make in India for the World,” he said.

IndAus ECTA will help us double our bilateral trade in the next 5-6 years and by 2030 we must aspire for a \$100 billion bilateral trade target, he said. “I do agree that if you have to reach a 100 billion, we will have to drill it down to more specifics. In those specifics also comes in the soft power, eg we will have to look at much deeper engagements in our Science & Technology, in our research, in our education, we will have to align standards. So, we will have to get our standards bodies to look at working with each other, so that products can seek seamless access in other’s markets,” said Shri Goyal, while interacting with the host of the show. Shri Goyal said India will set up the Invest India Office and in a few months’ time open a Trade Promotion Office in Australia in order to realise the potential of the IndAus ECTA.

Shri Piyush Goyal has invited Australian businesses to Make in India and said that the Startups from both nations must engage with each other. He underscored that Australia has fantastic innovations and research and new ideas and India has the talent pool to take



Shri Piyush Goyal Hon'ble Minister addressing students, faculty, and business delegation at University of New South Wales, Sydney, 7th April, 2022

these to the world. Expressing the hope that Investments will flow into India from Australia at a faster pace, he said that Western Australia can be at the forefront of the expanding relationship between the two nations. “The proximity between the region and India provides an opportunity for much deeper economic engagement,” said Shri Goyal, addressing the gathering at the Business Luncheon hosted by Deputy Premier Roger Cook in Perth, on 8th April, 2022.

Speaking of India’s bid to build strategic partnerships, the Minister said that India has become a part of QUAD and the Supply Chain Resilience Initiative (SCRI). Referring to the disturbances that afflicted some parts of the world, Shri Goyal asserted that two strong democracies, two friends working together for shared prosperity, trusting each other, believing in each other would send a strong message of unity, a message of ‘ekta’ to the world. “Together we will make our geopolitical presence stronger and work to maintain the Indo-Pacific area as a region of peace, prosperity, stability, tranquillity and growth,” he said. Shri Goyal said that the India-Australia Economic Cooperation and Trade Agreement (Ind-Aus ECTA) will take relationships between the nations to greater heights and added that the spirit of cooperation and friendship with which the negotiations happened was truly remarkable.



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Shri Piyush Goyal Hon'ble Minister paying tribute to the Father of Nation of India Shri Mahatma Gandhi at University of New South Wales, Sydney, 7th April, 2022

Outlining areas of focus under the agreement such as education, research, innovation, technology, manufacturing etc, the Minister called for deepening engagements in areas such as the space sector and sustainability. Commenting that despite challenging times, the relations with two nations were only getting better and better, he expressed his gratitude to Australians for the love and care they bestowed on every Person of Indian Origin who had made Australia their home. This truly defined the brotherhood between the two nations, he said.

Speaking of the fruitful engagements he had during his tour, the Minister quoted Prime Minister Narendra Modi and said that 'this ECTA (ECTA) is a watershed moment for our bilateral relations and our economies have great potentials to meet each other's needs'. He opined that the Prime Minister's vision clearly reflected the complementarity between our two economies.

The Minister termed the agreement as an important milestone which will contribute to development of many multi-sectoral relationships. "This is but one step in a long journey and I hope that this journey will not be just a trot but a marathon," he said. Stating that the Ind-Aus ECTA is a very balanced and fair, equitable agreement that provided opportunities for all, Shri Goyal said that with ECTA, it is possible to take bilateral trade between the two nations to USD 100 billion by 2030. The Minister emphasized that India has a large aspiring population looking for a better quality of life and hoping to experience the prosperity that a large part of the world enjoys. This is an opportunity knocking at the doors of Australia, he said.

“We must continue working together, all the while respecting each other’s sensitivities, positions in terms of levels of prosperity, market size etc,” he said. Speaking of the initial bilateral trade target of USD 45 billion set under the agreement, Shri Goyal said that after engaging with the businesses and the community of Australia during the visit and getting a sense of the immense opportunities for economic cooperation, he is confident of achieving the enhanced target. Shri Goyal stressed that this relationship comes very naturally to Indians and Australians who have always been natural partners. He reminded that at one point in time, the two nations were geographically contiguous. Both India and Australia are members of the Commonwealth, vibrant democracies who are committed to the rule of law, transparent governments, he said. He also quipped about the shared love for cricket which brought the two nations closer together.

Shri Goyal said that Indian and Australian economies hardly compete with each other and added that the two economies complemented each other beautifully. Citing a few examples of this complementarity, the Minister said that Australian sheep wool woven to fabric or apparel in India, will make an excellent offering to the world and that Australia can benefit from the immense talent and skills of the Indian population, especially the youth. Observing that Australia has been a provider of raw materials and intermediate products to large parts of the world, the Minister said that India could convert these to finished products using its vast, skilled labor force and serve the world. Later, delivering the Keynote address at the Tourism event in Perth, Shri Goyal said that education should be one of the key focus areas in the partnership between India and Australia. He called for further mutual recognition of each other’s



Shri Piyush Goyal Hon'ble Minister addressing business delegation at Perth, 8th April, 2022

education systems, efforts to take technology to students on both sides of the ocean and exploring ways to have dual degrees.

The Minister also said that the ECTA has received huge traction and support among the people and media in both nations. Referring to Australia’s competitive advantage in rare earth minerals, the Minister said that this will be absolutely crucial in the times to come because they can help technology flourish and create millions of jobs, particularly in a country like India with a vast, young skilled population aspiring for a better future.

Referring to WACA ground as the Mecca of cricket, the Minister said that though India and Australia competed fiercely in cricket but the love for the game in fact brought the two nations together. He observed that cricket brought the people of the two nations closer and unless people came together, businesses cannot prosper. At one level, leaders are committed to the relationship. But the subtext is that people work together, trust each other and enjoy the friendship that comes with the union, he said.

Union minister also called upon the Indian community in Australia to celebrate the International Day of Yoga on 21st June at 75 iconic locations in Australia to mark the 75th Anniversary of India’s Independence. “I’m sure the world will notice the symbolism of this Unity reflected in our celebration of Yoga across the world, beginning from Australia,” said Shri Goyal, addressing the Community Centre Indian Society of Western Australia (ISWA) in Perth today. Shri Goyal said India was “very keen” to have Yoga Instructors and Indian chefs come to Australia as part of the India-Australia Economic Cooperation and Trade Agreement (Ind-Aus ECTA). For the first time Australia has committed to provide work opportunity to the students with extended periods of Work Visas, he said. “Our students who come here can add to the pool of talent and skill that Australia seriously needs, our IT professionals can help bring

greater degree of technological skills, our STEM graduates can contribute to the economy in Australia in a big way,” he said. Shri Goyal said the IndAus ECTA pact is a win-win deal for both countries.

“We have to take this forward, we have to work together in this spirit of friendship, we have to expand our two-way engagement, we believe there’s a lot to learn we can learn from Australia, we also believe we have a lot to offer to Australia, - our Goods and Services are largely labour oriented, we also focused on Manufactured Goods which can help serve the people of Australia, our medicines can bring down the Health costs in Australia,” he said. Shri Goyal said the main pillar of India-Australia relationship is mutual trust that will benefit both the peoples.



Shri Piyush Goyal Hon'ble Minister addressing business delegation at Perth, 8th April, 2022

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LAFCAN 2022 – Northern Regional Awards 2019-20 & 2020-21 on 9th March, 2022 at Taj Palace, New Delhi

Northern Region, Council for Leather Exports (CLE) in association with CFLI, ECGC and FDDI – organized Leather Accessories Footwear Conclave & Awards of North India (LAFCAN-2022) on 9th March, 2022 at Taj Palace Hotel, New Delhi to honour best performers on the export front by presenting the Northern Regional Export Awards. These awards were presented for various product segments namely finished leather, leather goods, leather garments, footwear, footwear components, saddlery and harness etc., and also to women entrepreneurs and brand promotion etc.

The Chief Guest of the event **Shri Narayan Rane**, Hon'ble Union Minister of MSME, Government of India and **Shri Bhanu Pratap Singh Verma**, Hon'ble Minister of State, MSME, Government of India, graced the occasion and presented the awards to the Northern Regional Award Winners 2019-20 and 2020-21 in the august presence of Shri Sanjay Leekha, Chairman, CLE, Shri Motilal Sethi, Northern Regional Chairman, CLE, Shri Subash Kapoor, Shri Arun Kumar Sinha, MD, FDDI, Shri M Senthilnathan, Chairman-cum-Managing Director, ECGC CLE, COA Members, CLE, NRC Members, CLE and other distinguished guests.

Shri Motilal Sethi, Northern Regional Chairman, CLE in his welcome address expressed his profound thanks and gratitude to **Shri Narayan Rane**, Hon'ble Union Minister of MSME, Government of India and **Shri Bhanu Pratap Singh Verma**, Hon'ble Minister of State, MSME, Government of India



Shri Sanjay Leekha, Chairman, CLE and Shri Motilal Sethi, Northern Regional Chairman, CLE welcoming Shri Narayan Rane, Hon'ble Union Minister of MSME, Government of India and Shri Bhanu Pratap Singh Verma, Hon'ble Minister of State, MSME, Government of India

MSME, Government of India for gracing this occasion. He further welcomed Chairman, CLE, Shri Arun Kumar Sinha, MD, FDDI, Shri M Senthilnathan, Chairman-cum-Managing Director, ECGC, Shri Subash Kapoor, Former Vice-Chairman, CLE on the dais, COA members, NRC members, awardees and the august gathering.



Shri Motilal Sethi, Northern Regional Chairman, CLE in his welcome address expressed his profound thanks and gratitude to Shri Narayan Rane, Hon'ble Union Minister of MSME, Government of India and Shri Bhanu Pratap Singh Verma, Hon'ble Minister of State, MSME, Government of India

He emphasized that Leather and Footwear Industry is a labour intensive, providing job to 4.42 million people, mostly from the weaker sections of the society. Women employment is predominant in leather products sector with about 40% share. He informed that more than 90% of the companies are covered under MSME; hence the role of Ministry of MSME becomes very crucial to this sector. He further extended his sincere thanks to the Government for supporting this sector during the challenging times of Covid pandemic and currently launching schemes like Emergency Credit Guarantee Scheme, Interest Subvention Scheme by removing those collateral securities.

He also discussed about the outcome of the discussions on 7S (i.e. Skill, Scale, Speed, Sustainability, Supply Chain, Style and Sales) through which projected target of USD 30 billion can be achieved wherein he conveyed that this can be achieved through strategizing, eliminating bottlenecks, concerted efforts of all the stakeholders, partnering with the Government and working together.

He also spoke about the proposed cluster at Yamuna Expressway Industrial Development Authority (YEIDA) and conveyed that he would discuss the matter with the Government of Uttar Pradesh for extending infrastructure subsidy to Leather Industry given to the Textile Industry as per the Industrial Policy of Government of Uttar Pradesh and include leather in the policy.

During his speech he requested the Hon'ble minister that leather Industry must be given same incentives as Textile sector as manufacturing and procurement efforts of leather Industry are similar to textile and a long term policy incentive like ROSCTL should be also given to Leather sector for its growth.



Shri Sanjay Leekha, Chairman, CLE delivering his keynote address and expressing his thanks to Hon'ble Ministers

He also emphasized upon strengthening the component sector which is being operated by small operators who need a strong handholding from the Government to set-up their industry.

Lastly, he welcomed and congratulated all the Award Winners for their efforts and perseverance and for being the flag bearers in promoting the image of the country.

Shri Sanjay Leekha, Chairman, CLE in his keynote address welcomed Shri Narayan Rane, Hon'ble Union Minister of MSME, Government of India and Shri Bhanu Pratap Singh Verma, Hon'ble Minister of State, MSME, Shri Motilal Sethi, Northern Regional Chairman, CLE, Shri Arun Kumar Sinha, MD, FDDI, Shri M. Senthilnathan, Chairman-cum-Managing Director, ECGC, Shri Subash Kapoor, Former Vice-Chairman, CLE on the dais, Committee members of Northern Region, awardees and the august gathering.

He conveyed that it is a matter of privilege and pride that CLE is organizing Northern Regional Export Award function which was discontinued due to pandemic. Therefore, we are distributing the awards for two consecutive years.

Further he stated that Northern Region has an advantage of having a very high entrepreneurial capability amongst all the members of Northern Region. He added that Exporters have faced business challenges on account of pandemic. Despite of that they not only managed to survive but they have also grown.

He informed that Northern Region contributes around 23.5% of the national exports which is around 5 and a half billion dollars annually from India. From Northern Region leather garment is the dominant sector which has around 70% share in the country's exports and is produced/manufactured for export purpose in Noida, Gurgaon, Faridabad, Delhi and parts of UP and in some other clusters also.

During his speech, he appreciated Ministry of MSME for extending their support to Leather & Footwear Sector and thanked them for changing the definition of MSME under the ambit of MSME which has brought 98% of Leather Footwear Industry under the category of MSME.

While appreciating the institutions like FDDI, NIFT, he also appreciated institutions like CFTIs which is supported by Ministry of MSME. He urged Hon'ble minister to take this institution to the next level to support the skilling requirement.

During his speech, he said that Clusters like Delhi, Noida and Agra are looking for the expansion of the industry. He requested Central and State Government Ministers that if the initiative can be taken and industry can be promised to get land at concessional rates so as to set up a leather cluster. This will help the industry to expand and bring more investment for expansion of the industry. Moreover, if the basic industry infrastructure like electricity, sewage, water connections and other necessary compliances is provided by both the Government through single window clearance then this would be encouraging for the industry and will facilitate the ease of doing business.

He also requested the minister to come up with a proposal of plug-and-play factories with all necessary infrastructures. These facilities are quite common in China, Taiwan and quite successful in other parts of the world. This kind of plug-and-play model will help MSMEs to immediately set-up their operations and start their manufacturing by simply installing their machines.

Lastly, he congratulated all the awardees who have shown remarkable resilience and fighting spirit amidst the challenging situation in the global market.



Shri M. Senthilnathan, Chairman-cum-Managing Director, ECGC giving a small presentation on ECGC

Shri M. Senthilnathan, Chairman-cum-Managing Director, ECGC in his address greeted Hon'ble ministers and gave a small presentation on ECGC and its benefits to the exporters discussing on enhancing the competitiveness of Indian exports by offering them credit insurance covers.

Shri Shri Narayan Tatu Rane, Hon'ble Union Minister of MSME In his address greeted Shri Bhanu Pratap Singh Verma, Minister of State, Ministry of MSME, Chairman, CLE, Northern Regional Chairman, CLE, stalwarts of Industry, Media friends and award winners of the CLE northern region

During his address, he conveyed that it is a matter of happiness and proud that leather exporters are being felicitated for their extraordinary achievements in the field of export business. He congratulated CLE for taking an initiative to recognize the efforts of entrepreneurs in the direction of increasing exports from our country and producing quality goods and making us feel proud.



Shri Shri Narayan Tatu Rane, Hon'ble Union Minister of MSME addressing the event

Further he added that the leather industry is undertaking aggressive marketing efforts to achieve positive growth in exports. I commend the Council for Leather Exports (CLE) Northern Region for taking right steps to achieve the targets given to them. I am sure that these awards will motivate our exporters to excel well in the market and imbibe the notion of innovation and efficiency to serve the global market with quality leather goods. Quality and efficiency are the only way by which we can serve the big retailers and brands of the world and make leather supply chain of country efficient.

During his speech, he stressed upon “AtamNirbhar Bharat”, mantra given by Hon’ble Prime Minister and making the exports to the tune of USD 1 trillion by 2030.

He said that that he is happy to learn that leather industry also places high emphasis on contributing in the increasing of the exports from the country and setting up the high targets for the exports. This will also help us to create value addition in the economy. For me it is a matter of pride that leather industry is striving to become globally efficient manufacturing sector to attract global brand for more orders.

He conveyed that, Leather & Footwear Sector is a labour-intensive sector and it has always been one of the priority sectors for the Government with focus on growth and employment generation. He stated that India exports around Rs36,000 cr. out of which Rs. 8083 cr. is exported from Northern region of CLE accounting 23% of the total exports. Leather footwear is the largest exports items from the region followed by Leather Garments, Leather Goods as well as non-leather footwear, finished Leather, footwear components and Leather Gloves and Saddlery and Harness.

He also requested the industry to ensure complete utilization of the schemes announced by Ministry of MSME for the various categories of MSME including providing capital subsidy, employment wages allowance, modernization of factories and workstations, participation in global fairs and exhibitions, infrastructure development at various clusters, regeneration of traditional industries under SFURTI & ASPIRE, designing and also providing assistance to make them digital. Moreover, under the newly announced scheme of MSME we are introduced tool rooms and technical institutions to make the industry infrastructure modern and built more capacities.

In his speech, he also gave insight about the recent initiative taken by Ministry of MSME to help the industry to sort out the problem of credit crunch under ECLGS which industry is currently facing as well as infuse the sense of ease of doing business in domestic market.

In his deliberations, he appreciated the initiatives taken by CLE in the direction of achieving higher targets for the year 2022-23.

While concluding his speech, he congratulated all awardees of northern region of CLE and wish them good luck for their future endeavour to contribute in the Hon’ble PM of India’s call for “AtamNirbhar Bharat” by taking the “Think leather and Think India” notion to the next level of brand promotion.

Shri Bhanu Pratap Singh Verma, Minister of State, Ministry of MSME in his address greeted Shri Narayan TatuRane, Hon’ble Union Minister of MSME, Chairman, CLE, Northern Regional Chairman, CLE, Northern Regional Chairman, CLE Awardees and the august gathering.

In his address, he said that he is pleased to present at the Council for Leather Exports Northern Regional Export Award function. (LAFCAN 2022)

He conveyed that the Indian leather, leather products and footwear industry has several unique features. It is not only an industry that creates wealth from waste i.e. value added products from hides/skins, but is also one of the largest employers of women, as women account for 40% of the workforce of the industry. No doubt, the industry has undergone significant transformation



Shri Bhanu Pratap Singh Verma, Minister of State, Ministry of MSME addressing the event

from being a mere exporter of hides/skins & semi-finished leathers in the 1950s and 1960s to a leading exporter of value added products now. The industry is known for its high quality and reliability among major international brands.

The industry has achieved several milestones. India is the 2nd largest producer of footwear, 2nd largest exporter of leather garments, 3rd largest exporter of Saddlery & Harness in the world and 4th largest exporter of leather goods.

He informed that about 0.52 million unemployed youth have undergone training in various job roles in the leather industry under various Skill Development programmes of Central and State Governments in the last seven years and more than 70% of these trained youth have been employed in the industry. This shows the huge employment intensity and potential of the sector.

The leather sector has always been one of the priority sectors for the Government with focus on growth and employment generation. With the new definition now more than 98% of the total Indian leather and footwear exporters are covered under MSME. The Government has

been implementing various short term and long term support measures and schemes for the industry UNDER Ministry of MSME schemes. MSME schemes and programmes have led to significant growth of the industry in thrust areas namely capacity modernization & technological up-gradation, environment management, human resources development etc.,

The entire world is looking at India as a major and reliable manufacturing hub and the leather industry is no exception. No doubt, we are in a crucial time which presents major business opportunities. Ensuring optimum utilization of these emerging opportunities will take us to significant heights in the coming years. Innovation is the key word, whether it is marketing, production design & development or delivery, innovation will help us in substantially enhancing our presence in the global market in the coming years.

During his speech, he said that The Ministry of MSME has already approved and revised the various schemes of MSME be it Prime Minister's Employment Generation Programme (PMEGP), Credit Linked Capital Subsidy Component (CLCS & TU Scheme), International Cooperation (IC) Scheme, Micro & Small Enterprises Cluster Development Programme (MSE – CDP), Scheme of Fund for Regeneration of Traditional Industries (SFURTI) and Digital MSME etc. In the revised MSME schemes, Ministry has also introduced tool rooms & technical institutions a component of infrastructure development and capacity building scheme which could be of great help to MSME leather & footwear exporters.

He congratulated all the award winners for their efforts and extended his best wishes to the leather, leather products and footwear industry for scaling new heights in the coming years.

Subsequently, the award winners were presented the trophies by Hon'ble Union Minister of MSME and Minister of State for MSME and other dignitaries.

During the event, Shri Subash Kapoor, Former Vice-Chairman, CLE received a special award of "Outstanding Achievement Award" for his contribution to Leather Industry from Shri Narayan Tatu Rane, Hon'ble Union Minister of MSME and Shri Bhanu Pratap Singh Verma, MoS, Ministry of MSME



Shri Subash Kapoor, Former Vice-Chairman, CLE receiving a special award of "Outstanding Achievement Award" for his contribution to Leather Industry from Shri Narayan Tatu Rane, Hon'ble Union Minister of MSME and Shri Bhanu Pratap Singh Verma, MoS, Ministry of MSME

Snapshots of Award Ceremony



Concluding the programme Shri Atul Kumar Mishra, Regional Director – North, CLE offered a formal vote of thanks to the Chief Guest, Guest of Honour, Chairman, CLE, Northern Regional Chairman, CLE, COA and NRC Members, Government officials, Awardees and the Media persons.

LAFCAN -2022 CONCLAVE - Plenary Session - Role of 7S of Industry to achieve the target of 30 billion USD by 2025 & Valedictory Session on “Strategies to Proliferate Growth of Leather and Footwear Sector of India” held on 9th March 2022 at Hotel Taj Palace, New Delhi.



(From Left to Right) Ms. Rina Dhaka, Fashion Designer, Ms. Anchal Kansal, General Secretary, BAA, Shri Sanjay Gupta, Presiden, IFCOMA, Shri EriK Illig, MD, Wilhelm Textiles, Shri Arun Kumar Sinha, IAS, MD, FDDI, Shri Motilal Sethi, Northern Regional Chairman, CLE, Shri Sanjay Leekha, Chairman, CLE, Shri Subash Kapoor, Former Vice-Chairman, CLE, Dr. Amiya Chandra, Additional DGFT, Shri Gaurav Kaushal, Sr. Manager, Global Operations, Adidas and Shri Rahul, DGM, ECGC

Council for Leather Exports – Northern Region organized Leather Accessories Footwear Conclave & Awards of North India (LAFCAN – 2022) on Wednesday, 9th March 2022 at Durbar Hall, Taj Palace, New Delhi with an objective to strategize by deliberating with Senior Government Officials, Buying Groups, Industry Experts, etc for achieving projected target of USD 30 billion by 2025 by deliberating on 7S - Skill, Scale, Speed, Supply Chain, Sustainability, Style and Sales; understanding recently announced budget concessions and Government incentives and



recommending measures for Ease of doing business etc.; Strategizing on propelling growth in view of Pro India Global Value Chain Sentiments and Pro active Govt. Policies.

This event began with lighting of the lamp by Shri Sanjay Leekha, Chairman, CLE, Shri Motilal Sethi, Northern Regional Chairman, CLE, Shri Subash Kapoor, Former Vice Chairman, CLE, Shri Arun Kumar Sinha, IAS, MD, FDDI, Dr. Amiya Chandra, Additional DGFT and all the guest speakers.

Shri Subash Kapoor, Former Vice-Chairman, CLE in his inaugural address welcomed Shri Sanjay Leekha, Chairman, CLE, Shri Motilal Sethi, Northern Regional Chairman, CLE, Dr. Amiya Chandra, Additional DGFT, Shri Arun Kumar Sinha, IAS, MD, FDDI, distinguished speakers, COA members and the august gathering. He appreciated Shri Motilal Sethi, Northern Regional Chairman, CLE for his initiation to organize LAFCAN and conveyed that this conclave is being organized to promote the idea of creating roadmap for achievement of the target of USD 30 billion by 2025. This target has been set up with an idea to contribute in the greater cause of our Hon'ble Prime Minister of India taking exports of country from USD 400 billion to USD 1 trillion by 2030. He further conveyed that in order to keep the momentum of growth up as well as recognize and honour the efforts of exporters Northern Regional Export Awards for Financial Years 2019-20 & 2020-21 is being organized which will be graced by Shri Narayan Tatu Rane, Hon'ble Union Minister of MSME, Government of India and Shri Bhanu Pratap Singh Verma, Hon'ble Minister of State for MSME,

Government of India. Lastly, he congratulated all the award winners for their efforts.

Shri Motilal Sethi, Northern Regional Chairman, CLE in his address welcomed Shri Sanjay Leekha, Chairman, CLE, Shri Subash Kapoor, Former Vice Chairman, CLE, Dr. Amiya Chandra, Additional DGFT, Shri Arun Kumar Sinha, IAS, MD, FDDI, Shri M. Senthilnathan, CMD, ECGC, distinguished speakers, COA members, export award winners, members from exporting community and media friends. He conveyed that LAFCAN 2022 (Conclave-cum-Award Ceremony) has been first time conceptualized and convened to discuss and present the plan and strategies to achieve the target of USD 30 billion by 2025 set up by Hon'ble Prime Minister of India. LAFCAN was Hybrid Mode with Live Telecast on YOUTUBE and Link is live and can be viewed on YOUTUBE by Council For Leather Exports.

He informed the august gathering that two sessions (Plenary and Valedictory) having panel discussion by esteemed speakers will be conducted during the event. Topic of the first (Plenary) panel discussion will be "Role of 7S (Skill, Scale, Speed, Supply Chain, Sustainability, Style and Sales) of Industry to achieve the target of 30 billion USD by 2025" followed by second (Valedictory) panel discussion on "Strategies to Proliferate Growth of Leather and Footwear Sector of India".

Shri Motilal Sethi, Northern Regional Chairman, CLE explained the concept of these sessions by mentioning that Plenary Session will DIAGONISE / SWOT ANALYZE "7S" and Valedictory Session will implement the Recommendations.

During his address he also discussed about various Government Schemes pertaining to Exports Sectors like IFLDP scheme which also covers investments under the IDLS scheme and Interest Subvention scheme has been notified again, which gives interest support on our export packing credit and bill discounting limits wherein these assistances by the Government will give impetus to the exporters by enhancing price competition. He requested Exporters to utilize the optimum benefits from the scheme.

Shri Sanjay Leekha, Chairman, CLE in his keynote address Dr. Amiya Chandra, Additional DGFT, Shri Arun Kumar Sinha, IAS, MD, FDDI, Shri M. Senthilnathan, CMD, ECGC, distinguished speakers, COA members, export award winners, members. He added that Exporters have faced business challenges on account of pandemic. Despite all this, they have not only managed to survive but they have also grown.

He informed that the COVID pandemic has created anti-China sentiments worldwide; many countries are now thinking of developing an alternative supply chain based outside China and India is seen as an alternative destination for investment in the Leather & Footwear supply Chain Ecosystem. Therefore, the need of the hour is that Industry should work cohesively to en-cash upon pro-India sentiments.



Shri Sanjay Leekha, Chairman, CLE delivering his keynote address

He stated that this is the opportune time where Government has partnered with entrepreneurs, exporters by not only launching schemes but also signing important FTAs with countries like, UAE, Australia and UK. This will not only make us competitive but also help in attaining the aggressive target given by Government of India.

Subsequent to the keynote speech by Shri Sanjay Leekha, Chairman, CLE, Plenary Session on “Role of 7S of Industry to Achieve the target of 30 billion USD by 2025” was initiated and it was moderated by Shri Motilal Sethi, Northern Regional Chairman, CLE for which he raised several issues to Panelists.

1. Shri Arun Kumar Sinha, Managing Director, FDDI for SKILL - Skilling requirement in Leather & Footwear Industry of India

During the session, he discussed about the various skilling programmes of Government of India and role of FDDI in implementing



Shri Arun Kumar Sinha, Managing Director, FDDI speaking on SKILL - Skilling requirement in Leather & Footwear Industry of India

its schemes and he also discussed on following points like Basic Skill to automation, skill upgradation, Upskill the workers, who are working in the industry, Advantage India has – labour arbitress to improve productivity and efficiency, Requirement – Centre of Excellence, design, upscale in technology, Q & QC, Smart classes – able to provide any manpower across the globe useful for industry, Govt. support and industry demand – infrastructure is there – industry to use this facility- upskill workers, manager and supervisors, etc.

2. Shri Sanjay Leekha, Chairman, CLE, SCALE - Role and benefits of economies of scale in leather and footwear industry for growth and development



Shri Sanjay Leekha, Chairman, CLE, speaking on SCALE- Role and benefits of economies of scale in leather and footwear industry for growth and development.

During the session, Chairman, CLE addressed on various aspects of “Scale” pertaining to Exports Sector and also discussed on the following points like requirement of infrastructure and its challenges like land cost, location strategy, etc., optimum utilization of IFLDP Scheme by this year for making new clusters, Plug n play model – exporter can have flexibility to expand his capacity based on the orders. Industry in their Production areas inadequate facilities of drainage, electricity supply, water supply must be pushed and get. To Start thinking out of the box to compete with other competitive countries, take initiative as entrepreneurs for scaling up and the most important aspect – the opportunity we have today from shift of business from China, bring down of supply chain in Vietnam and other countries – tap these opportunities.

3. Dr.Amiya Chandra, Additional DGFT, SPEED - Critical role of FTP & services of DGFT in enhancing delivery and speed to market access of Exporters. In his deliberation, he conveyed that, Speed is very critical for everything in life and it is critical for export supply too.



Dr.Amiya Chandra, Additional DGFT, Speaking on SPEED
- Critical role of FTP & services of DGFT in enhancing delivery and speed to market access of Exporters.

He also informed that, India ranks number 1 (one) in sampling, however, its ranking is 133rd in productivity. He also discussed about Brand Promotion Build up a brand story, Innovation, Research and Development, Capacity Utilisation, Value PUSH instead of Volume PULL to become a designer of India, Quality to be delivered on every stage of manufacturing to give good quality product at last, etc.

4. Shri Gaurav Kaushal, Senior Manager, Global Operations, ADIDAS, SUSTAINABILITY Emerging issues of Environmental Sustainability in Leather & Footwear Sector of India.

During his interaction, he conveyed that, most important pillar right now is sustainability and presented the statistics report of 2019 Global Plastic Production, presentation on sustainable technology tools used by Adidas, use of virgin plastic in production of shoes, limiting human-induced global warming to a specific level requires limiting cumulative CO2 emissions, reaching at least net zero C2 emissions, Reduce footprint by 15%. During he also discussed about 3 Loop strategy – Recycled Loop (from which shoes are made of plastic waste – aquatic or plastic bottles or plastic of day to day life), Circular Loop (specific age of a product – convert it after the certain age) and Regenerative Loop.

5. Shri EriK Illig, Managing Director, Wilhelm Textiles, SUPPLY CHAIN - Role and issue of Supply Chain faced by Leather and footwear sector to enhance its accessibility to global market

He gave a presentation on various parameters of Supply Chain wherein he discussed on following points like Sourcing strategy, shorten supply chain to minimize risk, relocation of capital if needed to increase stocks, increase the visibility which may be due to lack of transparency in manufacturing process, Import and export operations in India are still much slower than in other countries, extending additionally the lead time, Strong local sourcing is essential to support future growth etc.

6. Ms. Rina Dhaka, Indian Fashion Designer, STYLE - Role of Design, Style, Fashion and Branding in advancement of Leather & Footwear sector to the next level.

During her deliberations, she stated that Speed is essential for victory and therefore he emphasized upon Competitive cost of product, Students from designing institutes to be garnered with the industry trends



Shri Gaurav Kaushal, Senior Manager, Global Operations, ADIDAS, speaking on SUSTAINABILITY Emerging issues of Environmental Sustainability in Leather & Footwear Sector of India



Shri EriK Illig, Managing Director, Wilhelm Textiles, Speaking on SUPPLY CHAIN - Role and issue of Supply Chain faced by Leather and footwear sector to enhance its accessibility to global market



Ms. Rina Dhaka, Indian Fashion Designer, Speaking on STYLE - Role of Design, Style, Fashion and Branding in advancement of Leather & Footwear sector to the next level

and demands, to make traditional ethnic products like Kolhapuri chappals as a trend and popularize it all over the world, Craft/Artisans to be promoted, Central Design Studios to be created where samples of Current exporters can be made, different kind of footwear to be made, Get top agents from trade shows of world, Design schools and institutes to be contacted for knowing the trending designs and patterns.

7. Ms. Anchal Kansal, General Secretary, BAA, SALES - *How to increase Sales and penetrate in the various price segments of global market?*

She gave a presentation on sales and various factors which influence the buyers which are as follows -
 -: Compliance for building trust amongst the buyers, Quality – achieve maximum possible standardizations in quality, control the variations, educate the customers regarding process of making a product, invest in technology and machinery, Delivery & Communication, Be the Trend-Setter – invest in new designs (new designs and strategy are needed constantly, Image Building – marketing your products (invest in ambient photography, created flip books, share products regularly), create your story (make your factory videos, give it a human touch, do it in STYLE), create your own brand (hire talented youth to make marketing strategies), offer what your buyer needs, go digital to be on social media, have a web presence, google presence, etc.

8. Shri Sanjay Gupta, President IFCOMA for SUPPLY CHAIN - *Role of Component sector for effective*



Ms. Anchal Kansal, General Secretary, BAA, speaking on SALES - How to increase Sales and penetrate in the various price segments of global market



Shri Sanjay Gupta, President IFCOMA speaking on SUPPLY CHAIN - Role of Component sector for effective supply chain management and inviting foreign investment in component sector.

supply chain management and inviting foreign investment in component sector.

In his deliberations, he discussed on following points like strengthening the footwear component sector, Component survey – conduct nationwide market survey across India to understand the dynamics of the sector, restructuring the import duty, Joint Venture – bring in new technology from Italy, Spain, Vietnam having strong footwear component background, etc.



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9. Shri Rahul, DGM, ECGC, SUSTAINABILITY – Sustainability through Safety by Risk Management.

He gave a presentation on various strategy points to reduce credit risk and discussed on following points like Expansion of business – scale up the operations to existing customers, enter new market, find new customers, optimize bank finance, Risks covered under ST-Policy – Political Risks like Expropriation Risk, War Risk, Diversion Risk, Import Restriction Risk, etc. Commercial Risks like Default by LC Opening Bank, Default, Insolvency of LC Opening Bank, Insolvency, etc., Risk Assessment – Country Assessment and Buyer Assessment, Buyer Assessment – ECGC supports in identifying about the buyers across the world etc.

Subsequently, to the panel discussion, it was followed by a Question and Answer Session.

Soon after the Question & Answer session, there was a Valedictory Session on “Strategies to Proliferate Growth of Leather and Footwear Sector of India” was initiated and it was moderated by Shri Sanjay Leekha, Chairman, CLE.

Following were the panelists on the dais to speak in the Valedictory Session:-

(1) Shri Motilal Sethi, Regional Chairman-North, CLE, (2) Shri Subash Kapoor, Panel Convener-Leather Garments, CLE, (3) Shri Gopal Gupta, Panel Convener-Leather Footwear, CLE, (4) Shri A.K. Sondhi, COA, CLE, (5) Shri Sunil Harjai, COA, CLE, (6) Shri Manoj Tuli, COA, CLE, (7) Shri Vipin Sethi, COA, CLE,



Shri Rahul, DGM, ECGC, Speaking on SUSTAINABILITY – Sustainability through Safety by Risk Management.



Dr. Amiya Chandra, Additional DGFT during Question & Answer Session

Initiating the discussion, Shri Sanjay Leekha, Chairman, CLE conveyed that today's Plenary Session was very informative, interesting and inquisitive. We have noted all relevant points and we are looking forward to deliberate on those points. He further added that, the whole exercise of doing this was to come-out with formulas to accelerate the growth of this Sector.

Shri Sunil Harjai, CoA, CLE highlighted that there are lot of discussions being done on the various forum pertaining to Leather & Footwear Sector but we need to resolve these issues on time bound with a set targets. During the



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discussion, he highlighted the issue of infrastructure, product diversification with innovation and also to bring in European based experts etc.

Shri Manoj Tuli, CoA member, CLE highlighted four points which are as follows – (1) Need of the hour is incorporation of Artificial Intelligence with fashion Industry, it should be adopted by Exporters, (2) There is a dearth of young minds in the industry, therefore, we need to bring professionals from IITs for the growth of Leather & Footwear Industry, (3) Plug-and-play facility for infrastructure, (4) Warehousing distribution facility, etc

Shri Gopal Gupta, Panel Convener-Leather Footwear, CLE highlighted three issues (1) Component Sector to be strengthen to support the Leather & Footwear Sector, (2) Need more import duty free goods, (3) Recommendation of Added Tax advantage for the units having R &D facility, who are certified by Ministry of Science & Technology.

Shri Motilal Sethi, Northern Regional Chairman, CLE conveyed that we have conceptualized the idea of 7S to get the expert advice, to identify the issues, collect, do introspection and strategize to take it forward for the implementation at every Zone/Cluster of Northern Region.

For effective implementation of Recommendations, he has appointed Zonal Coordinators from each cluster, who are mandated to take all efforts to garner the policy support of the State and Central Government for creating collective Industry Infrastructure and services for Ease of Doing Business and these efforts will promote inclusive growth of leather and leather products from Northern Region with collective efforts.



Shri Sunil Harjai, CoA, CLE speaking in the Valedictory Session



Shri Manoj Tuli, CoA member, CLE highlighting points on using Artificial Intelligence



Shri Gopal Gupta, Panel Convener-Leather Footwear, CLE highlighting the issues pertaining to Leather & Footwear Sector

He further added all CoA members, NRC members should take responsibility and share the policy bottlenecks to Chairman, CLE so that he can make representation to Govt. to accomplish our goals.

He also discussed about the proposed cluster at Yamuna Expressway Industrial Development Authority (YEIDA) and conveyed that, he would discuss the matter with the Government of Uttar Pradesh for extending infrastructure subsidy to Leather Industry given to the Textile Industry as per the Industrial Policy of Government of Uttar Pradesh and include leather in the policy and he emphasized that all benefits being given to Textile Sector must be given to Leather Sector.

On the issue of skill development, he has conveyed that FDDI is taking care of it and making special initiatives. He informed that FDDI is coming up with Centers of Excellence.

Shri Vipin Seth, CoA member, CLE highlighted following points on Components Sector (1) Component Sector lacks technology for catering to Sports & Athletic Shoe Industry and therefore for technological upgradation, this sector needs collaborations, Joint Ventures etc. (2) Special Concession to Component Sector in Industrial parks to set-up units should be offered, (3) Decreasing throughput time for delivery of the product at stipulated time is necessary.

Shri Anil Kumar Sondhi, CoA member, CLE highlighted following points (1) Veg Tan leather is a versatile leather used in making Shoes, Leather Garments, etc. which is made in India and hence a request to declare it Eco-friendly tag on it will help in increasing its demand, (2) Lot of big tanners are nominated



Shri Vipin Seth, CoA member, CLE highlighting the issues pertaining to Component Sector



Shri Anil Kumar Sondhi, CoA member, CLE highlighting issues pertaining to Leather Sector.

by brands, therefore support to be given to small tanners by technically upgrading tanners and helping them in getting LWG (Leather Working Group) certification. (3) Finished Leather Norms to be reviewed (4) Finished Leather testing at the port should be stopped as it time consuming, delays shipment.

Chairman, CLE summarized all points delivered by all the speakers and conveyed that all the relevant points have been well taken and would be considered for recommendation.

3rd Edition of Reverse Buyer Seller Meet (RBSM 2022) – Delhi International Leather Expo (DILEX), March 25-26, 2022, The Leela Ambience Gurugram Hotel & Residences

The 3rd edition of Reverse Buyer Seller Meet (RBSM) – Delhi International Leather Expo (DILEX) was organized by Council for Leather Exports (CLE) during March 25-26, 2022 at The Leela Ambience Gurugram Hotel & Residences, Delhi NCR. The event was organized with funding support under Market Access Initiative (MAI) Scheme of Department of Commerce, Ministry of Commerce & Industry, Government of India. The event was attended by over 60 overseas buyers from various countries like Spain, Mauritius, South Africa, Chile, Azerbaijan, Colombia, Sri Lanka, Kenya, Italy, Dubai, Australia, Poland, Sudan, Germany, UAE, Mexico, Peru, etc and also by the representatives of various embassies, buying houses and brands.

Around 63 Indian manufacturer exporters of footwear, leather garments, leather goods and accessories participated in the event and displayed their latest collection of products.

Day I

Inaugural Ceremony on 25th March 2022

The inaugural ceremony of RBSM 2022 was held on first day of the event i.e. 25th March 2022. Ms. Nidhi Mani Tripathi, IAS, Joint Secretary, Department of Commerce, Government of India inaugurated the event in the august presence of Shri Sanjay Leekha, Chairman, CLE, Shri Subash Kapoor, Convener (RBSM),



Shri Sanjay Leekha, Chairman, CLE welcoming Ms. Nidhi Mani Tripathi, IAS, Joint Secretary, Department of Commerce, Govt. of India by presenting a bouquet'



Lamp Lighting Ceremony

CLE, Shri Mukhtarul Amin, Former Chairman, CLE and Shri R. Selvam IAS, Executive Director, CLE. COA Members, Regional Committee Members and leading industry members from the leather industry, overseas buyers, buying houses and representatives from participating companies also attended the inauguration ceremony.



Dignitaries on Dais

Shri Subash Kapoor, Convener (RBSM), CLE in his address welcomed Ms. Nidhi Mani Tripathi, IAS, Joint Secretary, DOC, Shri Sanjay Leekha, Chairman, CLE, Shri Mukhtarul Amin, Former Chairman, CLE, Shri R. Selvam IAS, Executive Director, CLE, COA and Regional Committee Members.

He welcomed overseas buyers, buying agents and representatives from embassies who have taken out time to visit the show for exploring possibilities for increasing the trade and business relation between their countries and India.

He also welcomed all participants and exhibitors who were there to showcase their newly design and creative products for the next season.

Mr. Kapoor extended warm gratitude to the august gathering and highlighted the significance of RBSM event. He conveyed that this RBSM is being organized to promote exports of leather goods, garments, accessories and footwear. Success of first and second edition of RBSM Delhi motivated CLE to continue this event as a regular business show. This event is a collective effort of Government, CLE, fellow exporters and the buyers and organized with



Shri Subash Kapoor, Convener (RBSM), CLE delivering welcome address

the objective of promoting business and tie-ups and enhancing mutually beneficial relations with the participating countries.

He informed that this year around 61 buyers from Spain, Italy, Jordan, Dubai and Gulf countries, African countries like Kenya, South Africa, Australia, Russia and CIS countries, Japan, UK, Chile, and Colombia are attending the event. Besides CLE has also invited international buying houses who are having their offices in various cities in India.

Shri Sanjay Leekha, Chairman, CLE in his address expressed his pleasure to meet all the buyers from various overseas countries and representatives from embassies and buying houses on the occasion of inauguration of the 3rd edition of Delhi International Leather Expo (DILEX). He conveyed that physical marketing activities had come to a stand-still in the last two years due to the pandemic. Nevertheless, CLE has remained active on the marketing front even during the pandemic period. He informed the august gathering

that during this year alone i.e. 2021-22, CLE had organized 17 virtual business events in coordination with Indian Missions abroad.

Mr. Leekha informed that the exports of leather, leather products and footwear from the country has shown about 34% growth this year and is expected to reach the USD 5 billion mark. Leather industry is looking at achieving the export target of USD 10 bn (from USD 5 bn in 2019-20) and domestic industry turnover of USD 20 bn (from USD 12 bn in 2019-20) by 2025-26. Government of India is also preparing an Action Plan and Document of Vision India@2047 when India will be celebrating 100 years of Independence. This will help the industry to transform significantly by 2047 in terms of production, marketing, processing technologies and achieving significant growth and milestones.

He briefed about the Indian Leather Industry and efforts being undertaken by the Council for enhancing production and productivity of the industry to increase the exports from India in coming years. He conveyed that India today has become a reliable supplier of high quality leather products and footwear. Leather industry has made significant investments in capacity modernization, expansion and technological upgradation of production units in the last decade, with the support of the Government. The industry has the inherent strengths and capabilities to produce niche products as per requirements of the global market.

He thanked Department of Commerce, Government of India and all the Indian Embassies and Consulates abroad for their support to CLE in organizing the marketing events. He conveyed that Delhi International Leather Expo is the single largest physical exhibition



Shri Sanjay Leekha, Chairman, CLE addressing the audience

event held in India this year for the leather industry. Despite the challenges posed by the pandemic, this event has attracted over 60 overseas buyers from various countries and representatives from various buying houses. This event has also received overwhelming response from the Indian exporters, with 63 member exporters participating in the show. Delhi International Leather Expo will provide a unique platform to member exporters and buyers to explore new avenues of business tie-ups, Chairman-CLE opined.

While summing up his address, Chairman-CLE wished all the exhibitors and overseas buyers great success in their business endeavors during the event.

Ms. Nidhi Mani Tripathi, IAS, Joint Secretary, Department of Commerce, Government of India in her special address expressed her pleasure to be a part of 3rd edition of DILEX 2022 and inaugurating the event at Delhi. She appreciated CLE's efforts in conducting such a large business congregation for the export industry in the country and providing valuable platform wherein medium and small entrepreneurs can also interact directly with the overseas buyers.



Ms. Nidhi Mani Tripathi, IAS, Joint Secretary, Department of Commerce, Government of India delivering special address

She conveyed that being a labour intensive sector, leather, leather products and footwear has always been the priority sector for the Government of India with focus on growth and employment generation. Leather is one of the Focus sectors under the “Make in India” programme of the Government. Various policies and measures have been and are undertaken by the Government for sustainable growth of the leather industry.

The Joint Secretary, DOC thanked all the overseas buyers for accepting CLE’s invitation and coming to this event. She conveyed that all these buyers, Ambassadors and representatives from various embassies will help in promoting the image of the Indian leather and footwear industry in their respective countries. Lastly, she conveyed that the leather industry has the potential to reach greater heights and achieve the set target. She assured support of the Government of India to leather sector in its all endeavor to achieve more growth in the coming years.

Shri R. Selvam IAS, Executive Director,



Shri R. Selvam IAS, Executive Director, Council for Leather Exports
offering formal vote of thanks

CLE thanked Chief Guest Ms. Nidhi Mani Tripathi, IAS, Joint Secretary, DOC for gracing the occasion and inaugurating the 3rd edition of RBSM event. He thanked Chairman, CLE, Vice-Chairman, CLE and Convener – RBSM, CLE for organizing this event and mobilizing the targeted number of buyers and exhibitors for the event. He also briefed about Council for Leather Exports. He informed the gathering that India has world class institutions like CLRI, FDDI, NIFT and CFTI which provide technical support and consultancy services to leather sector. Thus, whether it is product design or development, skill development, technological up gradation and modernization, the industry has the required infrastructure and support services to flourish and grow. Lastly, he thanked the distinguished guests and the august gathering for being part of the inauguration ceremony of 3rd edition of RBSM 2022.



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Profile Booklet of DILEX 2022 being launched by the dignitaries

Subsequently, Joint Secretary, DOC inaugurated the event by cutting ribbon and thereafter visited the stalls and encouraged the exhibitors to showcase their strength and ensure maximum business from this event.



Ribbon Cutting Ceremony @ DILEX 2022

Visit of Ms. Nidhi Mani Tripathi IAS, Joint Secretary, Department of Commerce to Stalls





The following 63 member exporters from across India took part in RBSM and displayed their latest range of products:

S.No.	Company Name
1	Alpine Apparels Pvt. Ltd, Faridabad
2	Alpine Shoes Pvt. Ltd, Faridabad
3	Alpine Polyrub Pvt. Ltd, Sonapat
4	Amin International Limited, Kanpur
5	Amit Leather Wears, New Delhi
6	Apollo International Ltd, Noida
7	Apollo International Ltd, Noida
8	Apurva Creations Pvt. Ltd, Noida
9	Bazaar Konnections, Gurugram
10	Capsons Co. (Regd), Noida
11	Century Overseas, New Delhi
12	Cinturones Alvi (India) Pvt. Ltd, Noida
13	CLC Tanners Association (J C International Ltd), Kolkata
14	CLC Tanners Association (Nafis Tanning Industries), Kolkata
15	Dawar Footwear Industries, Agra
16	Deepak Impex (Wasan Group), Agra
17	Discovery Leathers Pvt. Ltd, Gurugram

S.No.	Company Name
18	Elements Exports Pvt. Ltd, Gurugram
19	Fluerir Exports Pvt. Ltd, Kolkata
20	Gauri Leathers Pvt. Ltd, New Delhi
21	Gupta H.C. Overseas (I) Pvt. Ltd, Agra
22	Hiratek International, Noida
23	Homera Tanning Industries (P) Ltd, Kanpur
24	I.A. Leather (India) Pvt. Ltd, Kanpur
25	Jak Group Pvt. Ltd, Gurugram
26	Jalandhar Leather India Pvt. Ltd, Jalandhar
27	Jama Corporation Pvt. Ltd, Kanpur
28	Jiya Exim Pvt. Ltd, Kolkata
29	Kamal Enterprises, Noida
30	KVS Exim India Pvt. Ltd, Kanpur
31	Leather Hub, Kanpur
32	Leather Links Inc, Gurugram
33	N.S. Leather Products Pvt. Ltd, Kolkata
34	Neelson Overseas, Agra
35	Newage Leathers Pvt. Ltd, Noida
36	Nuova Shoes, Agra

S.No.	Company Name
37	Om Leather Artdeco Pvt. Ltd, Kolkata
38	Orion Conmerx Pvt. Ltd, Gurugram
39	Prits Leather Art Pvt. Ltd, Noida
40	Prits Leather Art Pvt. Ltd, Noid
41	Ranvik Exports Pvt Ltd, Gurugram
42	Rastini Works, Faridabad
43	Roger Industries Ltd, Agra
44	Ross Leather Goods, Kanpur
45	Sagittarians Leather Products Pvt. Ltd, Kolkata
46	Sai International, Bahadurgarh
47	Sakay International, Jalandhar
48	Saluza Exports, Kolkata
49	Samik Exports (India) Pvt. Ltd, Gurugram
50	Saroj International Leathers Pvt. Ltd, Noida

S.No.	Company Name
51	Saroj International Leather Fashions, Noida
52	Savi Leathers, Noida
53	Sibrama Newage, Noida
54	Siddharth Exports, Noida
55	S.S. International, Gurugram
56	Sumanglam Footwear Pvt. Ltd, New Delhi
57	Superhouse Ltd, Kanpur
58	Tata International Ltd, Chennai
59	Torpedo Shoes Pvt. Ltd, Kanpur
60	Varbi Footwear and Fashion Pvt. Ltd, Mumbai
61	Vikram Uberoi, Gurugram
62	Welcome Footwears, Bahadurgarh
63	Young Style Overseas, Agra

Apart from above 63 booths, two additional booths of Council for Leather Exports (CLE) and SGS India Private Limited were also set up at Registration Counter in order to provide information about the respective organizations.

Snapshots of Stalls @ DILEX 2022





Business outcome of DILEX 2022

The 3rd edition of DILEX 2022 was a great success in terms of the number of buyers/buying houses visited the show and participation of Indian companies. As per feedback given by the Indian exhibitors, during the Two-day show, 463 one to one business meetings were held with the visiting buyers, resulting generation of business worth Rs. 126.20 crores (both on the spot as well as expected business). Participants were very positive about the quality of buyers and the kind of interaction they witnessed. 59 out of 63 Indian exhibitors opined that the show was good and CLE should organize the event again.



Mr. Amit Chopra from Shoes & Accessories Magazine taking interview of Chairman, CLE and Executive Director, CLE during the event



Mr. Amit Chopra from Shoes & Accessories Magazine taking interview of CLE Dignitaries

Fashion Show and Trade & Networking Dinner

On 25th March 2022, a Fashion Show was organized, sponsored by members of Confederation of Footwear and Leather Industry (CFLI) wherein latest fashion trends of footwear, leather garments and leather products were shown to the august gathering. Buyers from various countries, buying agents, representatives from embassies, brands, COA and Regional Committee Members and representatives from participating companies attended the event.

Fashion Show was followed by Trade & Networking Dinner for Foreign Buyers and Indian Participants. This platform provided an opportunity for the buyers as well as Indian participants to discuss about the developments taken place in the Indian leather industry vis-à-vis global scenario and how India has transformed into a major sourcing destination for Leather and Footwear products.

Snapshots of Fashion Show Event





Dignitaries on dais during Fashion Show event

Day 2

Closing Ceremony on 26th March, 2022

On second day of the event i.e. 26th March, 2022, closing ceremony was organized to honour the overseas buyers.

Shri Atul Kumar Mishra, Regional Director – North, CLE welcomed all the overseas buyers to closing ceremony.

Shri Sanjay Leekha, Chairman, CLE in his address thanked all the buyers, buying agents, representatives from embassies and Indian exporters who actively participated in two-day Delhi International Leather Expo held during March 25-26, 2022. Chairman-



Shri Atul Kumar Mishra, Regional Director – North, CLE welcoming buyers in closing ceremony

CLE conveyed that buyers from almost all the continents namely Asia, Europe, North America, Middle East, Latin America, Australia and Africa and exporters from all regions across the India participated in the event. It is interesting to note that with most of these countries India either has already entered into a trade agreement or is negotiating one. He informed that India already has entered into trade agreements with Japan, Mauritius, Chile, UAE, ASEAN, South Korea and is negotiating trade agreements with EU, UK, Australia, Canada, EAEU etc. These trade agreements will further strengthen and enhance the trade ties in leather and footwear sector in the coming years, Chairman-CLE opined.



Shri Sanjay Leekha, Chairman-CLE
addressing the audience @ closing ceremony

Chairman-CLE conveyed that the leather industry looks forward to long term relationships with all buyers. The Council for Leather Exports is here to facilitate stronger ties between buyers and exporters. Hence, buyers may feel free to approach the Council for any help relating to exports or imports.

Chairman-CLE further stated that, India's GDP is projected to grow by

9.5% this year and with even higher growth potential in the coming years, the Indian leather industry looks forward to achieve higher growths and scale greater heights in the coming years.

He thanked one and all for their support and co-operation making this event successful. He also congratulated Shri Subash Kapoor, Convener – RBSM for his strenuous efforts in organizing this event.

Shri Moti Lal Sethi, Northern Regional Chairman, CLE and Shri Sunil Harjai, COA Member, CLE also shared their views about the event and the Indian leather industry. Subsequently, an interactive session was held with the buyers.

Interactive session with buyers





Shri Subash Kapoor, Convener (RBSM), CLE thanked Chairman, Vice-Chairman, RBSM Committee and whole CLE team for organizing DILEX 2022. He also thanked members of CFLI for organizing a grand fashion show event. He thanked the buyers for coming to India and wished them fruitful business interaction in India. He conveyed that RBSM will help in showcasing a wide range of products and will provide an opportunity to the buyers to visit the production centers of the exporters to gain first-hand knowledge on production capabilities, the



leather industry is offering in India. The Delhi International Leather Expo has now become a regular event in the fair calendar in the country and CLE look forward to organizing larger events in the coming years, Convener-RBSM informed.

He requested the buyers to give their feedback about the event as it is important to know the bottlenecks and improve upon them. He thanked the entire CLE team for their efforts in organizing DILEX 2022.



Address by Shri Subash Kapoor, Convener (RBSM), CLE



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Snapshots of Closing Ceremony



Monthly Outlook Forecast Report

Article by Ritesh Victor

USDINR

In a big sigh of relief to dollar importers, our beloved Rupee recovered to its best levels in March'22 and closed the financial year at 75.78 (1.5% stronger than its all-time lows). Reducing uncertainty about the Russia Ukraine war, cooling crude prices and lower dollar index have soothed investor appetite. The cool off price of crude oil provided the strength to Indian rupee and the monitoring by the Reserve Bank of India played an important role in the market to keep the balance and protect the Rupee from any major headwind. The upcoming events for rupee include FX Reserves, Trade Balance, Interest Rate Decision, Industrial Production (YoY) (Feb) and CPI (YoY) (Mar).

The events due out in the month of April for the US dollar are Unemployment Rate (Mar), ISM Manufacturing PMI (Mar), Core CPI (MoM) (Mar), PPI (MoM) (Mar), Core Retail Sales (MoM) (Mar), Retail Sales (MoM) (Mar) and Existing Home Sales (Mar). Positive figure of Retail Sales and Existing Home Sales will uplift the USD. The greenback move in the upward direction can provide the strength to the U.S. Dollar against a basket of six world currencies.

On the daily candlestick chart, a tweezer bottom is formed on 30-31 Mar'22. Such a candlestick pattern is formed when lows of two successive days are the same. In a downtrend, a tweezer bottom indicates a short-term support. A lot of price gaps were formed in the last month and all of them have been filled. There are 2 long standing price gaps that are yet to be filled: 74.73 (23 Feb'22) to 75.0225 (24 Feb'22) –



purple horizontal lines, and 73.9750 (13 Jan'22) to 74.04 (14 Jan'22) – green horizontal lines. Learning from history, price gaps in USDINR daily chart usually fills up. Momentum indicators (MACD, RSI and Slow Stochastic) have turned neutral. Long term moving averages (144-day: pink line and 377-day: yellow line) comes around 74.86 and 74.10 respectively. My sense is for a short term dollar recovery, probably towards 76.00 – 76.20. Dollar importers can start hedging their immediate term liabilities at spot around 75.65 - 75.75: use a prudent mix of forwards and vanilla options. USDINR options volatility has cooled off and hence vanilla options will be relatively cheap. In case the support of 75.65 – 75.75 is broken and rupee gains towards 75.00 – 75.20, dollar importers should increase their hedge ratios. Dollar exporters have had a great time in the recent past – they can look to restart hedging gradually once USDINR gets back towards 76.20 levels.

EURUSD

The EURUSD attract interest throughout the week. Volatility can be seen partially due to increasing uncertainty over the war. The Russian-Ukraine provided strength to the pair. While a diplomatic solution is slipping further away. The ECB slowly dropping its patient stance. President Christine Lagarde was surprised with their hawkish stance in the last meeting, several ECB



members have indicated a possible rate hike in the EU before 2022-end. The upcoming month events include CPI (YoY) (Mar), ECB Interest Rate Decision, German Manufacturing PMI (Apr) and German ZEW Economic Sentiment. The euro consistently lost its value for the month of March, as the previous sell-off continued. The euro continues to suffer at the hands of the interest rate differential between the ECB and the Fed, which continues to widen. The 1.0850 level had offered support in the past, so retesting is something that could happen soon. If the pair breaks below there, then we will look to the 1.07 level. Euro has been losing its value for quite some time now, so it should not be unexpected to see that we got all the way down here.

The 1.1150 level has offered resistance in the near term on the weekly chart, and it extends to the 1.12 handle. The euro continues to struggle overall, but plenty of the massive selling is potentially over at this point as we are testing such a major support region. It seems that the 50-week EMA has crossed below the 200-week EMA a while ago, and it is starting to diverge as far as the distance between the two moving averages is concerned. It's indicating that there is still plenty of momentum to the downside, but we are getting so close to major support levels that I think we are going to decelerate the downtrend. Contrarily if the pair rallies to break above the 1.12 handle, then we have the chance of an attempt to reach the 1.15 level above there. Currently, it looks like any rally will more than likely be faded as we continue to see plenty of negativity.

GBPUSD

GBP/USD fell 2.1% this month, Pair made a high of 1.3437 and went as low as 1.2997 pair remained on the back foot from the start of the month as surging US treasury yields



and geopolitical tension between Russia and Ukraine weighed the pressure on the pair. Sterling rebounded slightly after middle of the month over fall in crude prices and positive news from Russian and Ukraine. Mid of the week has only Claimant count change of march month and Market will remain close on 15th and 18th April in UK due to Good Friday and Easter. Retail sales is set to release at the end of month which is forecasted to come 0.9% higher compare to the previous release of -0.3%. The British pound has had a rough March, as it has experienced a steep fall, bounce back, and then turned around for another hard fall. The 1.30 level is a key area of interest in this market right now, and if we manage to break it down below there, it could open up the possibility of another significant breakdown. The British pound goes looking towards the 1.28 handle, which is an area that had previously been supportive before. Breaking down below there would then open up the British pound to significant selling, perhaps opening up a bit of a freefall.

On the other hand, if we were to turn around and break above the shooting star from the weekly chart, it could open up a move towards the 1.34 handle, perhaps even the 1.35 handle. A move towards the upside is possible if we get some type of shift in the overall attitude of the US dollar. Rate hikes the way they have, along with a whole host of major concerns around the world that does not seem likely, so I would suggest that the most positive outlook for this currency pair is to consolidate just above the 1.30 level. If that were to happen, then we can start to focus on the longer-term fundamentals and what would perhaps be the next big move. At this point though, it looks as if the month of April will either be negative or consolidation. The 1.30 area is going to be crucial for the next decision that we have to make.

USDJPY

Gravity had no bearing on USDJPY till it reached 125.11, levels last seen in August 2015. After the first week of March 2022, there has been no looking back for the currency pair. Seeing the charts, it has made a parabolic move which refers to a sharp up move in a shorter time period. The speed at which the price increases is exponential. The momentum indicator RSI (14) has calmed from the overbought zone at 85 to 67 now, while the MACD line and signal line are moving higher, their difference represented by the histograms are slowly increasing their heights. Sooner than later, retracement of prices may happen as seen in the past. See the ellipses marked in blue and orange. The blue ellipse, in 2016, after rising from 103 to 118 in 1 month, USDJPY

retraced to 112 in 1 month; similarly seeing the orange ellipse, during the pandemic, from 102.3 in March 2020, it increased to 111.7 in 15 days, then retracing all the way to 107 in less than a week. Such sharp price rise calls for some correction and which may be the case for Japanese Yen and US Dollar pair now. Seeing the pink ellipse, on Mar 7, the price has shot from 114.8 to 123.2 today, within 21 days.

The Dollar bulls made merry almost whole of March, but eventually the correction towards 50% (118.5-119 – green horizontal line) may be seen in a shorter period of time. The green line has acted as resistance even earlier in 2016. Immediate resistance is seen at 123.66 (blue horizontal line) tested in 2015. To add to the weakening of the Yen, the Bank of Japan, which left the interest rates unchanged during its policy meeting a fortnight back, offered to purchase unlimited 10-year JGBs at 0.25%



rate. With the increasing interest rate differential between US and Japan, the pressure on Yen may stay for some time. Yen levels against the Indian Rupee are attractive for importers to hedge short term payables at current levels 62.40, levels last seen in April 2019.

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COUNCIL FOR LEATHER EXPORTS

MoU signing with Hong Fu Industrial Group, Taiwan



MoU being exchanged between Mr. Tsung Yuan Chang, Chairman, Hong Fu Industrial Group and Tmt. Pooja Kulkarni, IAS, MD, Guidance Tamil Nadu in the presence of Thiru. M.K. Stalin, Hon'ble Chief Minister of Tamil Nadu.



The Taiwanese company Hong Fu Industrial Group, the second largest manufacturers of footwear of all types in the world, with 20 factories in Vietnam. The company has group turnover of USD 2.7 billion and makes footwear for global brands like Nike, Converse, Puma, Vans, Hoka and Cole Haan. The company is opening new factories in Indonesia and India.

The company has multiple product manufacturing expertise in Athletic Shoes, Running Shoes, Casual Shoes, Vulcanized Footwear, Gore-Tex, Hand Sewn Moccasin, Snow Boots, Sandals and Outdoor Footwear.

Hong Fu Industrial Group will be investing in the footwear industry in Tamil Nadu. The investment will be upto Rs.1000 crore (130 million USD) in the next three to five years. The investment will provide employment to 20000 people, especially for women. Mr. Aqeel Ahmed Panaruna, Chairman, Florence Shoe Company Pvt. Ltd is promoting this investment in setting-up the mega factory for Hong Fu Industrial Group In SEZ. The project

shall commence in the beginning of year 2023 in one of the SIPCOT Industrial Park in the state of Tamil Nadu.

Hong Fu Industrial Group has visited India and Tamil Nadu for the first time on 3rd April 2022.

The Hong Fu delegation led by Mr. Tsung Yuan Chang, Chairman, along with Mr. Raghu Yalamanchili, Vice-President, Asia Operations, Cole Haan Ms. Shu Chen Chen, General Manager, Brands, Mr. Hung Yang Chen, Planning Manager, visited various locations in Tamil Nadu to set up the mega factory and had several meetings with Thiru. S Krishnan IAS, Addl Chief Secretary, Industries Department, Government of Tamil Nadu on 7th April and a meeting with Thiru. T. Anand IAS, MD, SIPCOT Ltd. and Tmt. Pooja Kulkarni, IAS, MD & CEO, Guidance Tamilnadu separately. On understanding single window clearance facility and investor friendly terms put forth by the Government, the company decided to set up mega factory in a record time of 5 days and decided to invest in India in the State of Tamil Nadu and sign an MoU.

The delegation finally held a meeting with Thiru M.K. Stalin, Hon'ble Chief Minister of Tamil Nadu, on 7th April 2022 at 6.30 p.m. at the Tamil Nadu Secretariat along with Thiru Thangam Thennarasu, Hon'ble Minister for Industries, Thiru V. Irai Anbu, IAS, Chief Secretary, Government of Tamil Nadu, Thiru. S Krishnan IAS, Addl Chief Secretary, Government of Tamil Nadu, and Tmt. Pooja Kulkarni, IAS, MD, Guidance Tamilnadu. The FDI will provide a major thrust for the manufacture and export of footwear from Tamil Nadu and provide large employment opportunities to women. The investment by Hong Fu will be a major booster for Tamil Nadu to emerge as hub for leather and non-leather for the globe.



Meeting with Mr. Aqeel Ahmed, Chairman, Florence Group at Florence Center, Chennai on 7th April.



Meeting with Thiru. S Krishnan IAS, Addl Chief Secretary to Government, Industries Department on 7th April.



Meeting with Thiru. T. Anand IAS, MD, SIPCOT Ltd. on 7th April.

We thank the Government of Tamil Nadu for extending warm welcome to the Taiwanese investment and the immediate support. On behalf of the foreign investors we express our sincere gratitude for the excellence support provided by SIPCOT, Guidance Tamil Nadu and the Department of Industries for organizing and making a substantial progress in a short span of time.



Meeting with Tmt. Pooja Kulkarni, IAS MD & CEO, Guidance Tamilnadu on 7th April.

“ROLLING STONE GATHERS ROSES OF DIFFERENT HUES FOR QUALITY HARD WORK”

- Book by V P Chopra being marketed by Amazon/Flipkart

The above publication largely focuses on the experiences of Shri VP Chopra on exports (promotion and active business) of various products which can generate avenues of new ideas, even for Leather products based on finished leather.

In tenure of his service In the USAID, Shri VP Chopra had an opportunity to meet Dr. Y. Nayudama on the project of Potential of India's Exports for Leather and Leather Products being conducted by CLRI and Gokhale Institute of Economics and Politics, Pune as an interdisciplinary approach. As a result, Dr Nayudamma advocated for exports of Leather Products..

The new idea presented in the above publication has genesis in GROWTH MINDSET of people like my friends, relatives and Myself. All of them had converted challenges into

opportunities during their lifetime to achieve the status in their respective fields. Their experiences are presented for the growth mindset exporters to glean, and to share the challenges converted into opportunities that they had dealt with. So, New Products from finished leather is no exception.

To open avenues for new ideas, when read with other details contained in the Creative Memoirs under reference will provide sufficient ground for the growth mindset exporters.

This book, running into 242 pages, is structured into three parts:

Part 1 covers my tributes to my mentors, family history and family tree as my ethical and professional background.

Part 2 deals in details of work done during active 60 years of professional life in Economics Research, Marketing Research, Management (including Editing and Publishing of Journals / News Letter) and, finally, in Exports (Promotion and Business).

Part 3 focuses on the experiences of the friends of Shri VP Chopra and relatives to share.

The description of the book is provided in the blurb on its back cover, readily available on Amazon/Flipkart.App.

For further details, please contact Shri VP Chopra (email : chopravidya96@gmail.com)

'DIABETIC FOOTWEAR: Research Design and Development'

A report on the webinar organized by CSIR coinciding with the run-up to CSIR's 80 years' celebrations and CSIR's participation in the grand celebration of AzadiKaAmritMahotsav and held on 10th March 2022.

CLRI's research on 'Diabetic Footwear' is acknowledged as one of the 80 Success Stories of CSIR coinciding with the campaign launched by CSIR as a run-up to CSIR's 80 years' celebrations and also CSIR's participation in the grand celebration of AzadiKaAmritMahotsav.

In this context, a panel discussion on "A DIABETIC FOOT IS VERY SENSITIVE AND REQUIRES SPECIAL DIABETIC SHOES" was held on 10th March 2022; virtually.

Dr KJ Sreeram, Director, CSIR-CLRI; Dr Vijay Viswanathan, Head & Chief Diabetologist, Prof M Vishwanathan Diabetes Research Centre; Mr Vidhan Bhaiya, CEO, Dr Brinsley and Director, Supply Chain, C& E Limited and Md Sadiq, Design & Fashion Studio, CSIR-CLRI spoke.

Dr Shika, Scientist from CSIR moderated the webinar. Questions from the viewers/ audience pertained largely to the availability and procurement of the diabetic footwear in the country.

The webinar video is available at the following link - Youtube: <https://youtu.be/3OqN7Oxy2Uo>



In his address, Dr KJ Sreeram, Director, CSIR-CLRI stressed on the importance of spreading the message of developing specialized footwear to aid the patients suffering from diabetes in alleviating their foot problems arising from the contraction of diabetes. The Director talked about using modern tools like A.I. to develop technologically advanced solutions to cater to the holistic development of footwear solution.

Dr Vijay Viswanathan, Head & Chief Diabetologist, Prof M Viswanathan Diabetes Research Centre spoke on the prevalence of diabetic footwear problems and the economic and job losses arising from people with advance diabetic foot complications like the foot ulcer. He also traced the chronology of the collaboration with CLRI in developing specific and targeted solutions to overcome foot debilitation due to diabetes.

Mr Vidhan Bhaiya, CEO, Dr Brinsley and Director, Supply Chain, C & E Limited spoke about his experiences in understanding the various facets of the diabetic risk associated with the level of diabetes and outlined his journey of floating a start-up company aimed solely at developing footwear for various risk levels of the diabetic patients which are scientifically accurate and aesthetically pleasing.



Dr Vijay Viswanathan

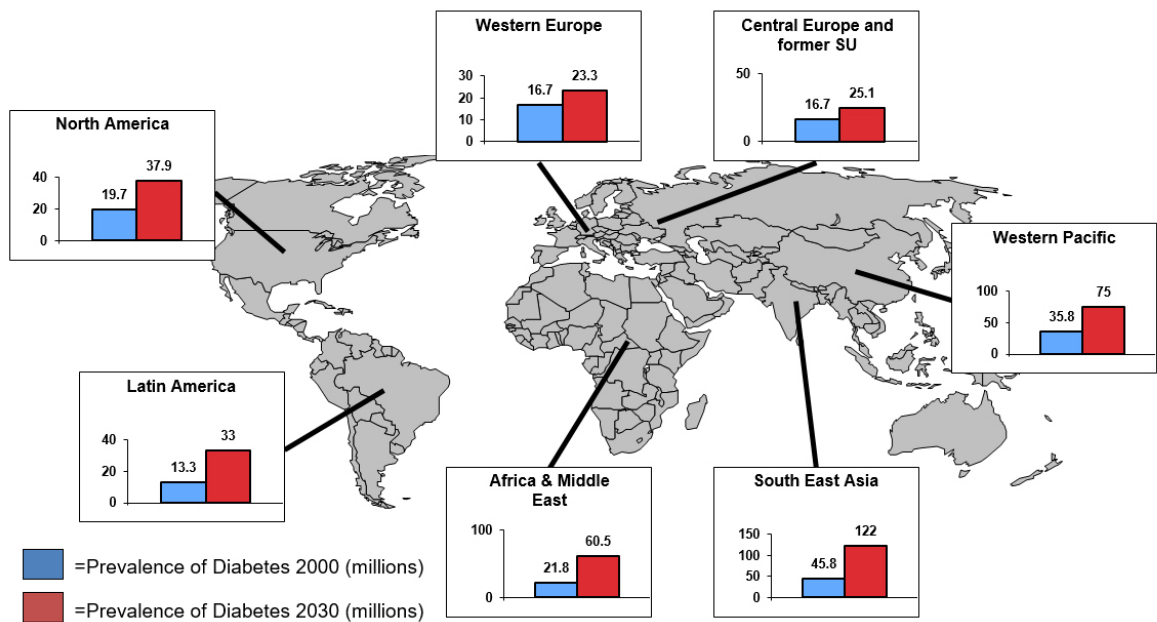
Head & Chief Diabetologist, Prof M Viswanathan Diabetes Research Centre



Mr Vidhan Bhaiya

CEO, Dr Brinsley and Director, Supply Chain, C & E Limited

The Global Diabetes Prevalence has increased from 30 to 177 million (8.5%) people since 1985 and will reach **370 million** in 2030 (9.9%)



Source: WHO

Diabetes is now accountable for 9% of all deaths

Mr Md Sadiq, CSIR-CLRI Design and Fashion Studio spoke on his association with Dr Vijay Viswanathan which led to a collaboration on the design and development of customized solutions for addressing the problems of the diabetic foot. He also outlined the salient features of DIASTEP, an off-the-shelf footwear for low risk diabetes and explained about the functionalities and construction parameters that went into the design and development of this product. Team Design and Fashion Studio comprising Dr D Suresh Kumar, Mr M Akshayaraman, Mr K Dayalan, Mr PVinoth Kumar, Ms Preethi and Ms Vaishali organized the leathers and products for demonstration courtesies of M/s GAITONDE Shoes and M/s PA Footwear.

PRESENTATION BY MD SADIQ, CSIR-CLRI DESIGN AND FASHION STUDIO:

Once upon a time, two buddies from school days bumped into one another after almost two decades, at a popular Bookstore in Chennai. It took a while for both of them to acknowledge one another as one buddy had a receding hairline and a much altered physical appearance while the other buddy retained the same physical features, had a moustache though and had a sophisticated demeanour.

Sophisticated – he was because he was now a Doctor by profession and the other buddy was into Applied Research working in the area of Shoe Design and Development.

They had a long conversation at the Book Store itself, exchanging notes on their families, their work and a little about the friends that they had kept in touch with since 1982. That was in the year 2000, and now 22 years hence, these two buddies still keep in touch.

It is time now for me to give the names of these two buddies:

1. The buddy that I mentioned who had a sophisticated demeanour is the well renowned Dr Vijay Viswanathan who is currently the Head and Chief Diabetologist of the Chennai based M.V. Hospital for Diabetes and Prof M Viswanathan Diabetes Research Centre which is a WHO Collaborating Centre for Research, Education and Training in Diabetes.

Dr Vijay has very impressive Academic credentials and is armed with MD., Ph.D. and FRCP (London & Glasgow) degrees.

He is also peer recognized internationally and is the President of 'D-Foot International' – the first Indian to be accorded with such an honour.

He has also served with distinction at the Association of Physicians in India (API); the Diabetic Foot Society of India (DFSI) and the Research Society for the Study of Diabetes in India (RSSDI).

He has over 250 publications in National and International peer reviewed journals.

2. The other buddy is a Chief Scientist at the CSIR-CLRI, Chennai and works at the Design and Fashion Studio.

When Dr Vijay and I met one another in the year 2000 and Dr Vijay learnt about the Gait Analysis Laboratory that we had in CLRI, which was at that point in its nascent stages, he showed a keen interest to visit CLRI and see what work we do and how his Research Foundation and the CLRI Shoe department could collaborate to make a 'Footwear for the Low Risk Diabetic Patients' – That was the Beginning! Dr Gautham Gopalakrishna and Dr BN Das worked together in this Team to carry out the collaborative work.

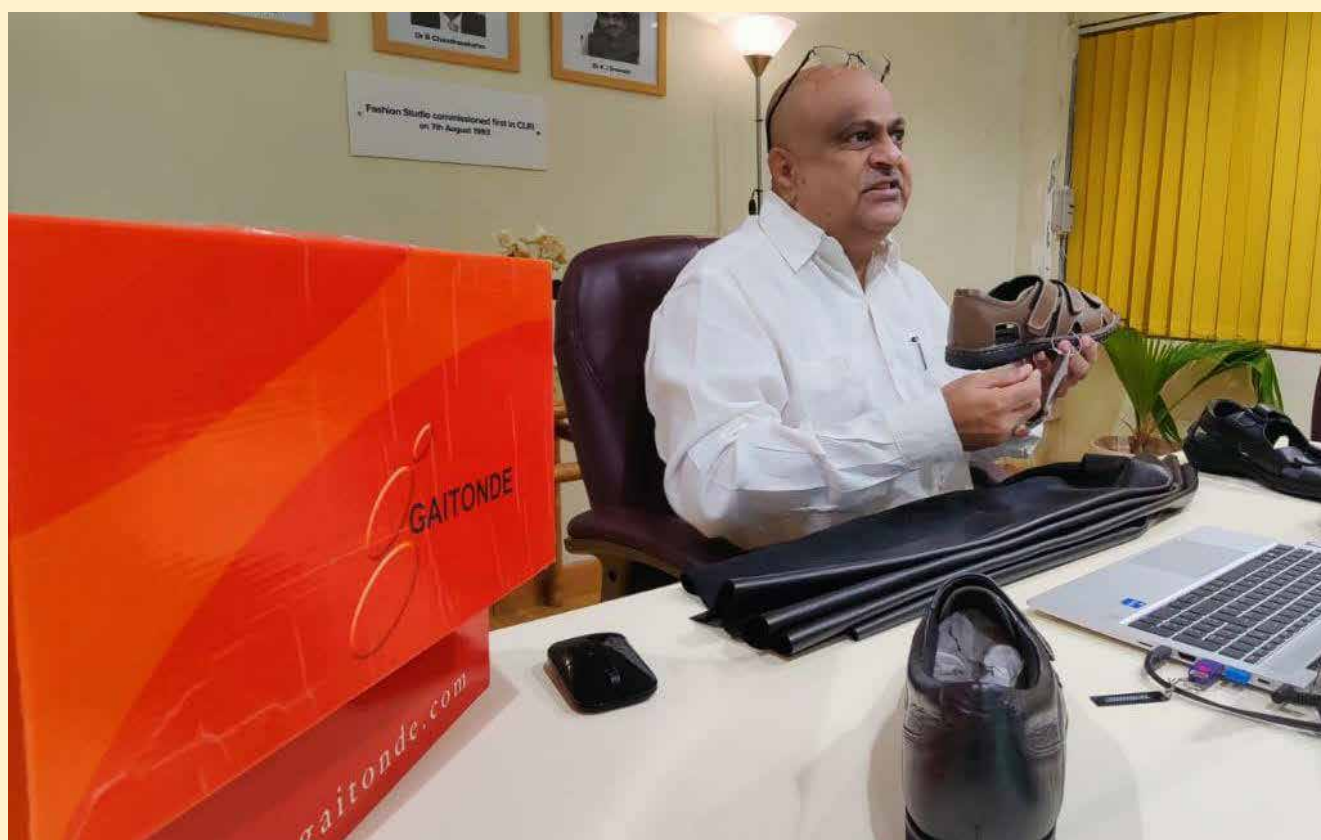


Team Design & Fashion Studio, CSIR-CLRI (L to R):
S/Shri/ Dr M Akshaya Raman, K Dayalan, Md Sadiq, Dr D Suresh Kumar and PVinoth Kumar

Ladies and gentlemen! Let me now take you through the topic “Footwear plays an important role in diabetic foot care to eliminate the risk of injury and look for optimum comfort”

- Many foot complications due to external sources are prevented only by footwear. As such, it is a pre-requisite for the diabetic foot along with medical treatments.
- Footwear which are either inappropriate or not used enough, or a lack of footwear are the most common causes of trauma resulting in foot ulcers. Many foot ulcers can be prevented by regular foot inspection, access to foot-care and adequate footwear.
- In India, despite changes, the people are accustomed to the tradition of barefoot walking specially in homes, places of religious worship etc. The urban population does use footwear more often as compared to the rural population but to a large extent the socio-economic status of the people decides the usage of footwear as well as different varieties of footwear.
- The diabetic patients too are not much aware of the serious need of footwear and opt for diabetic footwear only when they acquire some ulcers and feel that footwear is a real need only when their ulcers become serious. This condition has to be changed in future so that many ulcers can be prevented.
- The information regarding the suitability of footwear in Indian conditions is however scarce. Thus, the work in this area gave a deeper insight and guide to develop and establish the footwear as well as educate the patients through this information.

Now, I would like to mention some of the Salient Features of the “Off the Shelf Footwear” for Diabetic patients



(In picture: Md Sadiq, CSIR-CLRI Design and Fashion Studio is demonstrating the Diabetic Footwear developed by M/s GAITONDE Shoes and the Soft Nappa Leathers developed by M/s PA Footwear)

DEMO OF BOTTOM

- Tri Layered Sole consisting of a comfort Insole, a soft midsole and a firm outsole with the resultant Total Contact ensuring better shock absorption on Heel Strike and enhanced cushioning from impact loads arising from dynamic foot movements during the 'Stance' and 'Swing' phases of Gait cycle during walking.

DEMO OF SOLE

- Unit sole made from PolyUrethane (PU) with extra depth to provide larger area for more effective pressure distribution. The extra depth unit sole has a special tread for better grip and traction.
- A specially designed insole foot bed (PolyUrethane) provides added comfort and shock absorption for the wearer.
- A specially derived angle of slant has been provided in the sole to give the 'rocker' effect which is essentially used to offload pressure from the feet. This would ensure that the patient does not experience areas of stress concentration in his underfoot and therefore he would not progress to the next stage of risk.

DEMO OF LEATHER

- The upper (cow softy upper leather) has been designed to take special care of fluctuations in foot volume and is therefore provided with adjustable VELCRO fasteners.

DEMO OF COUNTER

- The Counter region is also made rigid with a counter stiffener for avoiding slippage and shear stresses.
- Care has also been taken during the construction of the footwear to ensure that there are no raw edges, projected seams or sharp metallic trims which would otherwise become a source for Pressure concentration and lead to foot complications.
- The Materials used were tested before fabrication of the footwear for their Physical and Chemical properties and only 'certified for fitness' materials were used.

Did you know that this 'Collaborative Work' has been GRANTED a PATENT with the PATENT being Recorded in the Register of Patents on 30th October 2018 with the PATENT No. 302551 with a validity period of 20 years?

Branded as 'DIASTEPP', this footwear is available through the MV Hospital for Diabetes, Chennai. DIASTEP is a therapeutic open footwear for the diabetic patients with risk of foot problems such that the footwear reduces the abnormal distribution of plantar foot pressure. Extensive patient trials have established the efficacy of the footwear.

We would like to acknowledge and thank GAITONDE Shoes for allowing us to demonstrate their Diabetic Shoes being made by them. We would also like to thank M/s PA Footwear for showing their fine soft nappa leather. Thank You very much Mr Sateesh Jadhav from Gaitonde Shoes for supporting CLRI and this webinar. Thank You very much Mr Anbumalar from PA Footwear for supporting CLRI and this webinar.

Ladies & Gentlemen!

India is Second largest footwear producer after China, with Annual Production of 2.6 billion pairs. India is also the second largest consumer of footwear after China, with a consumption of 2.56 billion pairs.

Footwear (both leather and non-leather) export account for about 46% share in Indian leather and footwear industry's export.

Discerning Exporters are now consciously working with PODIATRISTS to develop Footwear for Therapeutic use for the Diabetic patients in India.

There is a Sea Change! Let us witness the Change and give a patient hearing to the Speakers after me.

Charting Future Directions for Therapeutic Footwear Development



Team CSIR-CLRI (L to R: Dr/S/Shri K Krishnaraj, M Akshaya Raman, D Suresh Kumar & G Saraswathy) and Dr Gautham G, Retired Chief Scientist, CLRI discussed the “Way Forward for Therapeutic Footwear Development” at the GAIT Analysis Laboratory, CSIR-CLRI

The following points are flagged as the ‘Way Forward’ in this area:

Clinical Validation of AFO’s (Ankle Foot Orthosis)

- o Patients with active underfoot ulcers require specialized footwear for off-loading pressures to aid in quicker healing and the AFO is a very useful footwear in achieving this objective.
- o Volumes of such footwear need to be made based on the Research already carried out in CLRI and this footwear have to be tested and validated for their efficacy.
- o A patent has been applied for and on active follow up the granting of this patent would ensure that the AFO footwear technology developed by CLRI can be used by the Medical fraternity to prescribe to their patients and improve the underfoot ulcer healing.

CSIR AI (Artificial Intelligence) Mission

- o It is proposed that specific AI Modules be developed to aid in

the ‘Risk Categorization’ of the Diabetic foot.

- o The proposed model would capture the following data:
 - ☐ Spatial Temporal parameters
 - ☐ Plantar Pressure
 - ☐ EMG
 - ☐ Video of human ambulation
- o It is proposed to study the data of over 500 patients and evolve a procedure which would help the Doctor in accurately categorizing the Risk of the patient and thus provide him with appropriate footwear.
- o The proposal is being sent to the CSIR AI Mission

Continuous capture of Foot related parameters of a Diabetic Patient

- o It is proposed to capture the Foot Parameters of a Diabetic Patient using an ‘embedded device’ in the footwear which would constantly send the data captured over a 6-month period, whenever the patient is wearing the footwear.
- o The data to be captured include:
 - ☐ Foot Contact Area
 - ☐ Temperature
 - ☐ Peak Plantar Pressure
- o This would help in monitoring the effect of the footwear on the Diabetic patient and also help in modifying the footwear prescribed to get more efficacious results.

- o A proposal is being sent to MEITY (Ministry of Electronics and Information Technology, GOI) in association with C-DAC (Centre for Development of Advanced Computing).
- **Ultrasound Stimulation for a Diabetic Neuropathic Foot**
- o This would include the use of 'embedded technology' to place a device in the footwear of the patient which would help in stimulating the underfoot nerves and this would help the patient with neuropathy to prevent escalation to the next level of Risk and for those patients who are not yet neuropathic it will impede the onset of neuropathy.
- o This would also improve the Blood Circulation in the lower extremities.
- o Currently, a PhD Student is working on this project for her dissertation.
- **Risk Categorization: Risk Category 0,1,2,3,4**
- o Foot problems associated with each Risk Category need to be enumerated
- o Type of Footwear best suited for each Risk Category needs to be decided
- o Database of Materials for each Risk Category footwear needs to be created
- **Establishing a "Risk Categorization Threshold Score"**
- o Based on 10 critical clinical evaluation data and weightages assigned to each clinical data based on their overall contribution to the Diabetic Load, derive a 'Risk categorization Threshold score' which will automatically determine the Risk Category to which the patient belongs.
- Prescription of appropriate footwear for each Risk category
- o Develop an algorithm which uses AI and other Industry 4.0 tools to match the Risk Threshold score with the Risk category and then



In picture: (L to R): Dr/Shri D Suresh Kumar, K Dayalan (CSIR-CLRI) and Dr Gautham G, Retired Chief Scientist, CLRI examining the collection

link it to a Database of the Type of footwear to be designed and the materials to be used for developing this particular footwear which would be apt for the Risk Category to which the patient belongs.

- o Advantage: Deskill the Design and fabrication of footwear from the Doctor's perspective as this is not the Doctor's area of core competence.
- **Typing of GAIT Profile of Diabetic Patients**
- o Carry out the Gait Profiling of hundreds of Diabetic Patients
- o Create a Database of some key parameters - both Kinetic and Kinematic like Pressures on impact at Heel, ankle and knee; Ground Reaction Forces, Step length, Step width, Cadence, Swing and stance phase duration of the Gait cycle, Knee Flexion, Pelvic rotation, Path of centre of gravity and other similar parameters.
- o From an analysis of the above Database allocate the various parameters as those belonging to Risk 1 Diabetic patients or belonging to Risk 2 Diabetic Patients and so on.
- o From the groupings made, specify the limiting values of the various parameters that would define the values obtained from patients belonging to each Risk Category.
- o Thus, from Human ambulation and Gait analysis we can conclude as to which Risk Category the Patients belongs to.
- o This would avoid going through a multitude of clinical tests to determine the Risk Category otherwise.
- **Develop a FRAMEWORK for Developing and establishing a STANDARD for Therapeutic footwear**
- o No such standard exists in India
- o Poor footwear is also sold as Diabetic footwear and this could cause more harm than good
- o Hence need to develop Therapeutic Footwear Standards in collaboration with BIS.

The webinar video is available at the following link -Youtube: <https://youtu.be/3OqN7Oxy2Uo>

Report of Exporter Conclave 2022 held on 23rd February, 2022 at Hotel Hilton, Agra



Shri Upendra Kumar Singh, Textile Secretary, Ministry of Textile, Govt. of India along with NRC and other dignitaries inaugurating Export Conclave 2022 at Agra

FIEO in association with Department of Commerce & Industry, Government of India organised Export Conclave 2022 at Hotel Hilton, Agra on 23rd February, 2022 wherein Shri Upendra Kumar Singh, Textile Secretary, Ministry of Textile, Govt. of India attend as Chief Guest of the event.

The objective of the Export Conclave was to motivate entrepreneurs, exporters and disseminating information on various Government Schemes to Exporters fraternity and stakeholders to boost the international competitiveness of the Indian MSMEs by making them aware of global trends and practices and standards in export financing, along with experience sharing by successful exporters, provide the MSMEs a platform to understand the

opportunities in the international market and encourage them to evaluate options and opportunities of international trades.

Shri Motilal Sethi, Northern Regional Chairman, CLE and Shri Gopal Gupta, Panel Convener-Leather Footwear, CLE also attended as a Guest of Honour and represented Council for Leather Exports.



Shri Upendra Kumar Singh, Textile Secretary, Ministry of Textile, Govt. of India lighting the lamp along with dignitaries



(From L TO R) Shri Salabh Goyal, Dy. Commissioner, Shri Pallav Saxena, Dy. Commissioner, CGST, Shri Ashwani Kumar, Northern Chairman, FIEO, Shri Upendra Kumar Singh, Textile Secretary, Ministry of Textile, Dr. Ajay Sahay, CEO, FIEO, Shri Motilal Sethi, Northern Regional Chairman, CLE, and Shri Vijoy Kumar Singh, CGM, CONCOR.

Export Conclave 2022 was inaugurated by the Chief Guest Shri Upendra Kumar Singh, Textile Secretary, Ministry of Textile, Govt. of India, Dr. Ajay Sahay, CEO, FIEO, Shri Ashwani Kumar, Northern Chairman, FIEO, Shri Motilal Sethi, Northern Regional Chairman, CLE, Shri Gopal Gupta, Panel Convener-Leather Footwear, CLE, Shri Salabh Goyal, Dy. Commissioner, Customs, Shri Pallav Saxena, Dy. Commissioner, CGST and Shri Vijoy Kumar Singh, CGM, CONCOR.

Shri Gopal Gupta, Panel Convener-Leather Footwear, CLE in his welcome address welcomed Shri. U.P. Singh, Secretary, Ministry of Textiles and all dignitaries. He highlighted the issue of delay in announcement of Interest Equalisation Scheme. Secondly, he also highlighted the issue of non-inclusion of Shoe/Footwear items in RODTEP wherein he conveyed that Custom officials are giving ROFTEP @1% only instead of 1.3% which is a loss of 0.3 % to the exporters.

Shri Ashwani Kumar, Regional Chairman - North, FIEO in his

address conveyed that there is a huge contribution of UP in Exports share in India. UP's contribution comparatively from the last year has increased from Rs. 84,000 to Rs. 1 Lakh crore wherein the contribution of Agra is Rs. 8000 Crores. Indian Government signing FTAs with countries like UAE, Australia and UK will give a great impetus to the Exports sector in Uttar Pradesh.

Shri Ajay Sahay, CEO, FIEO in keynote address welcomed Shri U.P. Singh, Textile Secretary, Ministry of Textile, Government of India, distinguished guests on dais and august gathering, sparing his precious time for Exporter's Conclave at Agra. During his speech, he quoted Adam Smith to co-relate Export and GDP of a country in significant way wherein he tried to explain that Growth of Exports is directly proportional to GDP of a country.

He also spoke about the benefits of China plus one policy where India is looked as next prospect of manufacturing hub after China. Therefore, looking at this opportune time, Government of India is playing a pivotal role in bringing competitive Eco-System where each district is proposed to be an export hub which will bring growth to Exporters, Women Entrepreneurs, Small business and to the artisans.

During his speech, he also addressed the challenges being faced by exporters like liquidity wherein he thanked Government of India for notifying Emergency Linked Credit Guarantee Scheme (ELCGS) which will help Exporters community in easing-out the liquidity for this sector.

On the issue of Logistics, he requested Government of India to develop world standard Indian Shipping line of Global repute, where Exporters don't have to rely on sole mercy of Foreign shipping lines as most of foreign operated Shipping lines are monopolistic in nature. This will not only ease logistics for Indian companies but it will also save a huge amount of foreign exchange.



Shri Motilal Sethi, Northern Regional Chairman in his address urged Government to give Leather & Footwear Sector similar kind of hand-holding as given to the Textile Sector.

During his speech, he also appreciated the Government efforts in bringing PLI (Production Linked Incentive Scheme) to various potential sectors which will help sectors in augmenting production and one of the sector which is showing exponential growth is mobile sector.

Shri Motilal Sethi, Northern Regional Chairman, CLE during his speech greeted Shri U.P. Singh, Textile Secretary, Ministry of Textiles, Government of India, members on the dias and the august gathering present in Exports Conclave at Agra.

During his speech he emphasized that leather Industry must be given same incentives as Textile sector as manufacturing and procurement efforts of leather Industry are similar to textile and a long term policy incentive like ROSCTL should be also given to Leather sector for its growth. He conveyed that all duty free import schemes / IFLADP incentives must be User friendly with minimum paper work to en-cash on Global value chain opportunities, which India has today.

He also highlighted comparative incentives being offered to Textile and Leather Industry as per the various Government schemes in Central and as well as State level. He cited the example of Industrial policy of the state of Uttar Pradesh (Textile & Garmenting Policy 2017) in allotment of land and subsidy assistance where 30% of the subsidy in land cost is being given to Textile Sector for setting-up a Textile Park where there is no subsidy available for Leather & Footwear Sector. Therefore, he urged Government to give Leather & Footwear Sector similar kind of hand-holding as given to the Textile Sector.

During his address he said that the motive of Export Conclave is to make 'Brand India' a representative of Quality, Productivity, Talent & Innovation. He conveyed that India has made commendable progress in Industrial growth and Exports and continue to grow due to entrepreneurship and attractive schemes and policies announced by the Government of India in line with the vision of our Hon'ble Prime Minister.

He said that recently there has been huge emphasis on export sector and its contribution in Indian economy and in this connection Hon'ble Prime Minister of India has given a call to take the export sector of the country to the newest level and for this he has given an ambitious target of USD 400 bn as export turnover for the financial year 2021-22, which exporters have nearly achieved.

He informed that the COVID pandemic has created anti-China sentiments worldwide; many countries are now thinking of developing an alternative supply chain based outside China and India is seen as an alternative destination for investment in the Leather & Footwear supply Chain Eco-system. Therefore, the need of the hour is that Industry should work cohesively to encash upon pro-India sentiments. Therefore, we can achieve projected target of USD 30 billion by 2025 by deliberating on 7 S- Skill, Scale, Speed, Sustainability, Supply Chain, Style and Sale. Further he added that, we need to Strategise on

propelling growth in view of Pro India Global Value Chain Sentiments and Proactive Government Policies.

Further he also threw light on Union Budget 2022, wherein he conveyed that, Government has really given a strong push to Exporters in Duty Free imports as per IGCR rules, however, list of items of raw material for free import duty is limited and Government must review the list and amend to add more items.

He also emphasized upon the need of Ease of Doing Business in the cluster and conveyed that the production of footwear, products accessories does not impact environment therefore looking at the nature of this Industry, it should be classified under white category. During the discussion, he also mentioned about Agra, an important center for Footwear production wherein he conveyed that investment has stopped there due to green category, so this must be immediately reversed to white category as this industry is pollution free.

Shri Upendra Kumar Singh, Textile Secretary, Ministry of Textile, Govt. of India in his speech expressed his thanks to the panellist who spoke about specific sectors and also to the august gathering present over there. During his speech, he conveyed that, 95% of the companies in Textile, Leather & Footwear Sector are under MSME and they have lot of issues of credit as there are lot of uncertainties in this sector having similar pattern of manufacturing and face same kind of risk. Therefore, he has noted down the point regarding schemes being offered to Textile & Leather & Footwear Sector.

During his speech, he talked about the recent developments in Textile Sector where he informed that 7 (Seven) Mega Textile Parks are coming up in an area of 1000 Acres of land with plug and play facility having World Class Infrastructure.

He also informed that Indian Textile Industry is dominated by Cotton Industry because we are the largest producer of Cotton in the world, India has 70% of cotton based textiles and 30% are manmade based textile but if you go world over 70% is manmade fibre and 30% is cotton based textile, Therefore, if Textile Sector needs to penetrate International market, they have to develop manmade fibre and technical textile (i.e. N95 Mask, PPE Kit).

During his speech, he also deliberated on various FTAs and its benefits to boost the country's exports in a number of labour-oriented sectors including gems and jewellery, textiles, leather, footwear, sports goods, engineering goods, and pharmaceuticals

While concluding his speech, he assured that he will extend all kind of assistance to the Exporters fraternity.

Meeting ended with a vote of thanks.



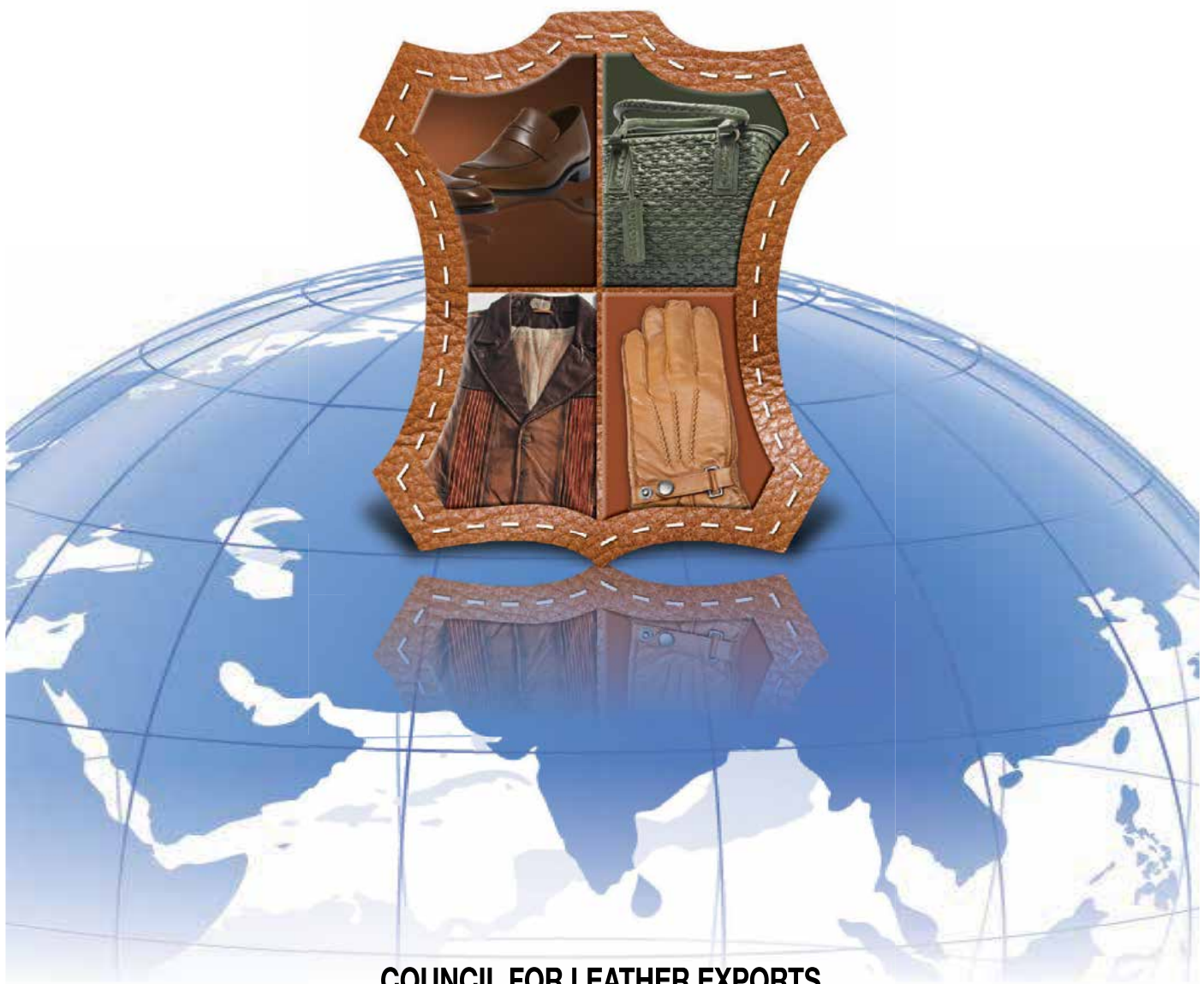
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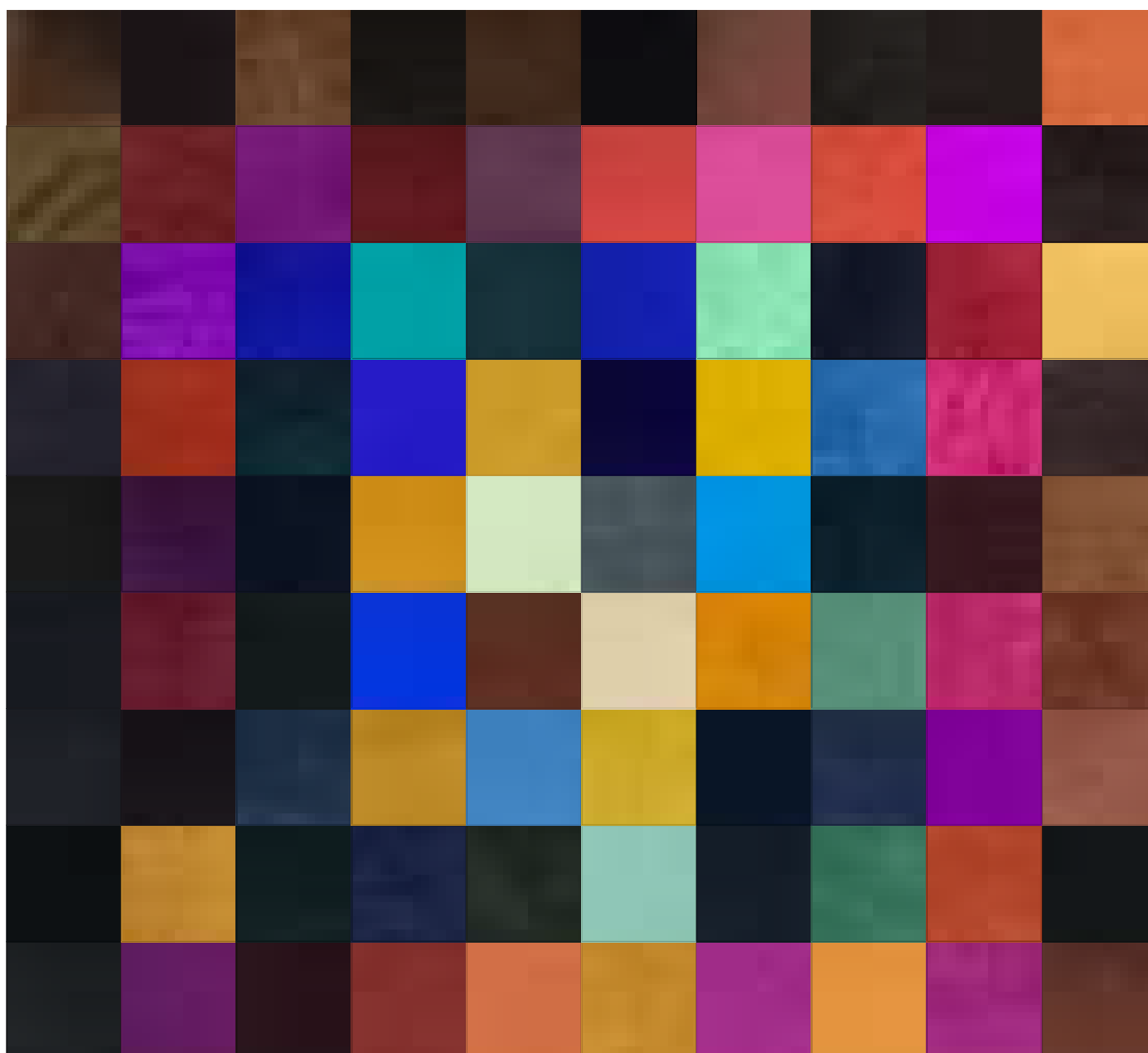
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