

# LEATHER NEWS INDIA

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- **Export Performance Review Meeting taken by Shri Piyush Goyal, Hon'ble Union Minister of Commerce and Industry, Consumer Affairs, Food and Public Distribution and Textiles, March 7, 2023**
- **India International Leather Fair (IILF) 2023, Chennai**
- **6th Designers Fair, February 1 – 3, 2023, Chennai**
- **3rd Executive Forum on Global Perspectives on Indian Footwear & Leather Accessories, Garments, Feb 1, 2023, Chennai**

COUNCIL FOR LEATHER EXPORTS

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The Council for Leather Exports was set up in July 1984. The Council functions under the Ministry of Commerce & Industry, Government of India. The Council is entrusted with export promotion activities and overall development of the Indian leather industry. The Council's activities also include promoting Foreign Direct Investments and Joint Ventures in the Indian leather industry. The CLE serves as a bridge between Indian leather exporters and buyers all over the world.

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- Interactive Meeting of Shri Som Parkash Hon'ble Union Minister of State for Commerce and Industry, Govt. of India with representatives of Leather & Footwear Industry of Punjab, 13th February 2023, Vanijya Bhawan New Delhi
- India International Leather Fair (IILF) 2023, Chennai
- 6th Designers Fair, February 1 – 3, 2023, Chennai
- 3rd Executive Forum on Global Perspectives on Indian Footwear & Leather Accessories, Garments, February 1, 2023, Chennai.
- Government of Bihar conducts Investors Meet at Chennai on 02.02.2023 for Leather, Leather Products & Footwear Sector.
- Additional Secretary, DPIIT, Government of India presents copy of CSIR-CLRI publications.
- Visit of Jt. Director, Department of Industries, Government of Maharashtra Visit to Chennai on 1st Feb 2023 to 2nd Feb 2023
- Upgradation Projects of CETPs in Tannery Sector under IFLADP 2017-2021 – Weekly Status reviews by CLE & CSIR-CLRI
- Report of Interactive Meeting & Presentation on DILEX 2023 held on 24th January, 2023 at Hotel Holiday Inn in Agra
- CLE organizes Industry Outreach Events / Webinars on IDLS Sub-Scheme under IFLDP every Wednesday at 11.30 am, via virtual mode.

## 61 International

- Expo Riva Schuh, Riva Del Garda, Italy, January 14-17, 2023
- Spoga Horse, Cologne, Germany, February 4-6, 2023
- Virtual Meeting of Modeurop, Feb. 15, 2023

## 77 Regional

- Interactive Session with Leather Industry held on 05-01-2023 at 3.00pm in CLE Conference Hall, KLC Complex, Banthar, Unnao
- Pre-Cluster Workshop on "Energy & Resource Mapping Study in Leather Sector" held on 9th Feb. 2023 at 12.30pm in CLE Office, KLC Complex, Banthar, Unnao.
- Leather Vision 2023-24
- CLE Field Work at Guntur Cluster, Andhra Pradesh – February 9, 2023
- CLE New Membership Mobilization in Madhya Pradesh from 28th Nov. 2022 to 2nd Dec. 2022

### Dear Members

As you are aware, CLE has taken-up the request for Production Linked Incentive (PLI) scheme for footwear and leather sector. PLI will be a game changer for our industry and will help in achieving the envisaged turnover of USD 47.1 billion (which includes domestic turnover of USD 33.4 billion and export turnover of USD 13.7 billion), from the present turnover of USD 17 billion (which includes domestic turnover of USD 12 billion and export turnover of USD 5 billion). PLI will also help in strengthening our supply chain, by attracting new investments in the inputs/components/raw materials sector.

After several rounds of consultations, the proposal for revision of Standard Input Output Norms (SION) has been submitted to the Government. This proposal requests the inclusion of leathers in SION, besides various new inputs in line with the new products which are being produced now. We hope that the Government will notify the revised SION in due course.

CLE had earlier submitted detailed proposal seeking enhancement of RODTEP rates and also fixation of uniform rates for footwear. You are all aware that DGFT has issued a Notification No.53/2015-2020 dated 09.01.23 notifying uniform 1.3% RODTEP rate for all types of leather footwear (as against previous rates of 1% for some types of leather footwear and 1.3% for some other types). This will remove the product classification problem of leather footwear, for RODTEP purpose. Also, the RODTEP cap value for leather uppers (prepared) (HS Code 64061020), Goat lining (HS Code 64061030) and Sheep lining (HS Code 64061040) has been increased from Rs.37/- per Kg to Rs.47/- per Kg.

Though Customs Circular No. 24/2022 – Customs dated 28th Nov. 2022 wherein it was clearly stated that Animal Quarantine NOC is not required for leathers under HSN 4104 to 4115, the Bills of entry of such leathers are still referred to AQCS. CLE has again taken-up this issue with the Customs and is following-up.

With best wishes

**Sanjay Leekha**

Chairman

COUNCIL FOR LEATHER EXPORTS



### Dear Members

CLE has received a communication from Drawback Directorate requesting data in the prescribed format in connection with revision of All Industry Rates of Duty Drawback for the year 2023. The data is required for the period April 2022 to Sept.2022. CLE has sent a detailed circular to members requesting data. Needless to mention, we need to submit comprehensive and representative data so as to justify our request for enhancement of drawback rates. I would hence request all members to submit the data in prescribed format (which has already been circulated to members). In case of any doubt, kindly write to CLE.

The Directorate General of Foreign Trade has issued a Trade Notice No. 26/2022-23 dated 8.2.23 stating that every DGFT Regional Authority (RA) video conferencing link is operational on every working day between 10.30 am to 11.30 a.m and attended by an officer not less than a Deputy DGFT. This link is accessible on the DGFT website <https://dgft.gov.in> in which can be accessed under the heading ABOUT DGFT –VC FACILITY FOR TRADE FACILITATION. Members of trade can also seek assistance/ guidance with regard to filling of application of Advance Authorisation cases for fixation/ finalization of Standard Input Output Norms (SION) through the aforesaid video conference facility to ensure completeness of application for faster fixation of SION.

With best wishes

### R. Selvam IAS

Executive Director

COUNCIL FOR LEATHER EXPORTS



## *Export Performance Review Meeting taken by Shri Piyush Goyal, Hon'ble Union Minister of Commerce and Industry, Consumer Affairs, Food and Public Distribution and Textiles, March 7, 2023*



Shri Piyush Goyal Union Minister of Commerce and Industry, Consumer Affairs, Food and Public Distribution and Textiles, Govt of India addressing to EPCs and trade association on Export Performance

Shri Piyush Goyal, Hon'ble Union Minister of Commerce and Industry, Consumer Affairs, Food and Public Distribution and Textiles held an Export Performance review meeting with Export Promotion Councils on March 7, 2023.

Shri Santosh Sarangi, DGFT gave brief presentation on the export performance of India including merchandise and service sector. He conveyed that looking at latest trends India's total merchandise exports will cross the mark of USD 400 billion and will be able to achieve the target set by the ministry of commerce and industry for the FY 2022-23.

Shri Sunil Barthwal, Secretary, Department of Commerce apprised



Shri Santosh Sarangi, DGFT, Shri Sunil Barthwal, IAS, Commerce Secretary and Shri L Satya Srinivas, IAS, Additional Secretary

about the sectoral performance and advised them to work on next financial year's performance. He also apprised about the matters highlighted by export promotion councils in the last export performance review meeting.

Hon'ble Union Minister of Commerce and Industry, Consumer Affairs, Food and Public Distribution and Textiles, Shri Piyush Goyal said that the Government, over the next two or three years, will significantly ramp up focus on quality by bringing in reasonably strict and compulsory but practical quality standards on many more products so that Indian manufacturing is able to withstand irrational competition, increase the scale of production and become more competitive.

The Hon'ble Minister said that as long as we do not recognize the importance of quality in our country, we will not be able to stop this influx of low quality products. 'Towards that end we in the government are working to introduce quality standards in a much bigger way. We have now almost four times the number of quality control orders implemented in the last few years than what we had 10 years ago.

Shri Goyal asked manufacturers, trade associations and the importers to work collectively to revive Indian domestic manufacturing at scale, with high quality and at competitive prices, so that India once again provides a large amount of jobs, work opportunities, business opportunities, not only in domestic market as well as in overseas market also.

The Hon'ble Minister opined that the high quality manufacturing from all sector will truly be a driver of economic growth and that moving forward, India will be an important consumer market and exporter of quality goods in world. He called for the creation and strengthening of a export sector with massive amounts



Shri Sanjay Leekha, Chairman CLE presenting the export performance on leather and footwear sector before Hon'ble Union Minister of Commerce and Industry, Shri Piyush Goyal for the period of April-Feb, 2023

of efforts to bring in competitiveness and work on comparative advantage principle so as to contribute efficiently in the global supply chain. He also advised the exporters and manufacturers must create the necessary building blocks or infrastructure to help their sector grow rapidly. He called for new approach in international marketing so as to attract overseas buyers and also strengthen the make in India.

Shri Goyal observed that some of the export sectors had become competitive by ensuring significant internationalization of their sector, by engaging with the world in a bigger way, by focusing on scale, so that they can be more competitive, by building their domestic logistics ecosystem, where infrastructure investments play an important role, by focusing their energies on providing what the customers really wished for, good high quality products at competitive prices and in the current context, sustainable goods. Shri Goyal emphasised that sustainability would drive demand in the days ahead. He noted that the government had been focusing relentlessly on sustainability across sectors.

The Hon'ble Minister noted that the Indian domestic market have been victims of indiscriminate low quality imports for a very long period. On account of that India has suffered and Indian consumer have suffered. He said that though India had liberalized it's economy and a number of foreign companies and foreign suppliers did come into the country with some of them manufacturing in India, most of them had imported goods into India. Shri Goyal said that it should have been a period where quality Indian manufacturing at scale had to be strengthened. 'I think we lost out by allowing a lot of indiscriminate, low quality, low cost goods coming into the country' he lamented.

Shri Goyal pointed out that India's imports from a certain geography had widened the trade deficit enormously and contributed to weakening domestic manufacturing. He observed that this dependence on imports created a set of business persons who met the consumer demand, but through pricing, which was often just meant to undercut all domestic manufacturing, sometimes predatory, thus harming Indian manufacturing.

**Shri Sanjay Leekha in his export performance speech before minister highlighted the following to be considered:**

#### **Request on export policy on leathers**

Raw Hides and Skins are the essential raw materials required to make value added products. In order to preserve the raw material base of the country and to prevent free outflow of raw materials, the Government has imposed export duty on raw hides and skins and semi - finished leathers. Presently, there is 30% export duty on buffalo hides and 40% on other raw hides/skins and semi-finished leathers like wet blue, crust leather.

In order to achieve sustainable export growth, it is necessary to protect the raw material base of the country. Hence, the following requests may be considered.

The present export duty tariff is based on general description of leathers. Hence, in order to avoid any interpretation problems, the HSN codes of all raw hides and skins and wet blue leathers may be notified in the export tariff schedule.

All other value added leathers may be allowed for free export without any export duty, inspection, testing or certification.

#### **Reinstatement of import duty**

#### **exemption on wet blue crust and finished leathers**

The Basic Customs duty exemption on wet blue crust and finished leathers was being provided since March 2000. This import duty exemption was removed in Union Budget 2021-22,, thereby subjecting them to 10% import duty with effect from Feb. 2, 2021.

Imported leathers are different species, colours and textures and not available in India are imported only as per requirement of brands and are imported from 115 countries. The request is to reinstate the import duty exemption on wet blue, crust and finished leathers so as to promote export of value added products from the country.

Import of wet blue, crust and finished leathers during 2021-22 was to the tune of USD 396.04 million as against import of raw hides and skins which was only USD 28.50 million . However, export of value-added products from the country during 2021-22 was to the tune of USD 4872.70 million, which is more than 10 times the value of import of leathers. Thus, duty free import of wet blue, crust and finished leathers has only promoted value addition, in tune with Atmanirbhar Bharat policy of the Government.

#### **Standard Input Output Norms (SION)**

Present SION for leather, leather products and footwear were revised more than 20 years back and hence there is a need to revise SION to include latest inputs, raw materials and components.

After extensive industry consultations and meeting with the DGFT officials, CLRI has sent its recommendations to office of DGFT.

#### **Request for PLI for footwear and leather industry**

The leather and footwear sector is aiming at achieving a turnover target of USD 47.1 billion by 2030 ( which includes domestic turnover of USD 33.4 billion and export turnover of USD 13.7 billion) from the turnover of USD 17.5 billion in 2019 (which includes domestic market turnover of USD 12.3 billion and export turnover of USD 5.2 billion ).

A flagship and dedicated PLI scheme for footwear and leather sector is requested so as to Creation of global champions , Generate additional employment, enhance supply chain management, including backward and forward integration and also enable import substitution.



View of Export Performance Review meeting held on 7th March, 2023 at Vanijya Bhawan, New Delhi

## *Inauguration of ECGC's new head office in Mumbai by Hon'ble Minister Shri Piyush Goyal on March 05,2023*



Hon'ble Minister, Shri Piyush Goyal in a ribbon-cutting ceremony

The Union Minister for Commerce and Industry, Textiles and Consumer Affairs, Food and Public Distribution Shri Piyush Goyal inaugurated the new corporate office building of Export Credit Guarantee Corporation, at Andheri, Mumbai on March 5, 2023.

Welcoming the guests, CMD, ECGC, M. Senthilnathan said that the company which provides credit risk insurance services has set up a network of 46 branch offices and 4 regional offices in prominent export-oriented locations of the country. He said that ECGC supports exporters in protecting existing markets and exploring new markets. More than The CMD assured that the ECGC will leave no stone unturned in playing its role effectively in helping exporters tap into our export potential.



Lamp lighting by Hon'ble Minister Shri Piyush Goyal, Shri Vipul Bansal, Joint Secretary, Ministry of Commerce and Industry, M. Senthilnathan CMD, ECGC, and Dr.A Sakthivel, President-FIEO

Thereafter, Joint Secretary, Ministry of Commerce and Industry, Shri Vipul Bansal expressed the hope that the new corporate office of ECGC turns out to be the greenest building we have here. "I am proud that the performance of ECGC has been very good over the last two years. The growth in premium has exceeded our total export credit, hence our market share is improving, our insurance coverage on our exports is improving." The Joint Secretary observed that the ECGC has a higher-than-required solvency ratio and hoped that the company expands to reach the smallest exporters of the country. The Joint Secretary said that ECGC is planning to move to the state-of-the-art IT system called SMILE. "The GIFT city branch has to be made operational. We hope that the claim disposal ratio reaches all-time high in the coming months."

President, Federation of Indian Export Organisations, Dr. A Sakthivel said that with the active participation of the Hon'ble Minister, India was able to cross 420 billion dollars in exports in the previous year. He further said that "I am very confident that we will cross USD 800 billion dollars exports for the current financial year. It is the first time that our missions abroad are actively working to promote our exports."

Inaugurating the ECGC Bhawan, the Hon'ble Union Minister said that as we are in our 75th year of independence, it is most appropriate that we must cross 750 billion dollars of exports this year. The Hon'ble Minister said "With great responsibility and confidence, I am happy to share that figures until February 2023 are already in excess of what we did in the whole of last year, and we will certainly close this year with well in excess of 750 billion dollars of exports, another all-time historical record."

The Hon'ble Minister made a pitch for ECGC to become more modern



Shri M. Senthilnathan, CMD, ECGC delivering welcome speech

and digital in its operations, leading to greater efficiencies, greater trust among exporters and improved performance. "We have to leave our children an India which is completely corruption-free. We have to be unsparing against anyone who indulges in any irregular activities. If we want to make India a superpower, we have to make a decision that we want the New India to be with a high degree of integrity, a collective endeavour of government, industry, bodies like ECGC, EXIM Bank and other stakeholders. ECGC has to be very conscious of tracking what is happening, transparency in our working, ease in operations, being helpful, converting into online operations as much as possible. We should trust the exporter unless there is a reason not to trust someone and have completely digital online interactions with them, with transparent operations. I would urge ECGC to relook at all your processes. I would urge the industry to help us clean up the India story so that it is a story which the world will envy."



Hon'ble Minister Shri Piyush Goyal delivering his speech

The Hon'ble Minister complimented ECGC for innovative measures like introduction of policy where exporters with export credit limit of Rs. 20 crores are covered up to 90% of their losses, which he said used to be 60% earlier. "All pending claims are now put out online transparently. As we inaugurate this truly world-class building, I would request the CMD ECGC to move the Rs. 20 crore export limit to Rs. 40 crore, so that sectors other than gem and jewellery and commodities sectors are covered under this expanded credit risk cover regime of 90% for any potential risk or loss. In return, we want the industry to assure full honesty and integrity in claims and in the way we work with ECGC. Gradually, we want all of you to enjoy the fruits of working with ECGC. We want more exports to enjoy these benefits, we cover around 22% - 25% of merchandise exports, we should aim to go up to around 50% so that almost MSMEs can benefit from these schemes and enjoy lower interest rates."

The Hon'ble Minister urged ECGC to see what more we can do to promote



exports, come up with new ideas and become an important stakeholder in India's journey to take our exports to 2 trillion dollar exports by 2030 – a trillion dollar of exports in services and in goods each. "Then, we can set other goals in line with the goals of a developed India, an India which will truly become a Vishwa Guru. As India prospers, the world will also prosper along with it."

The Commerce and Industry Minister said that the newly inaugurated Vanijya Bhawan in New Delhi is the beginning of how the Government of India is going to look like across Ministries in Delhi. "Visitors from all across the world including Senior Ministers and Prime Ministers are all amazed when they see Vanijya Bhawan, to see how modern, digitalized and efficient yet architecturally connected with India it is. This is the vision of our Prime Minister Narendra Modi, that our workplaces should define our work."



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# *Interactive Meeting of Shri Som Parkash Hon'ble Union Minister of State for Commerce and Industry, Govt. of India with representatives of Leather & Footwear Industry of Punjab 13th February 2023, Vanijya Bhawan, New Delhi*

Department for Promotion Industry and Internal Trade (DPIIT), Ministry of Commerce and Industry, Govt of India convened a meeting under the Chairmanship of Shri Som Parkash, Hon'ble Union Minister of State for Commerce & Industry with Council for Leather Exports, IFCOMA, Punjab leather Federation and prominent industrialist of leather and footwear sector of state of Punjab.

The objective of the meeting was to understand the current state of leather and footwear industry of Punjab and its future prospects. Moreover, Hon'ble minister through DPIIT wanted to understand whether the policy benefits and financial aids provided to the sector are being utilised or not.

Shri Motilal Sethi, Regional Chairman (North), CLE along with Shri Atul Kumar Mishra Regional Director, CLE, Shri AK Sondhi, and Shri Vipin Seth, COA CLE joined the meeting from CLE. Shri Hiralal Verma, President Punjab Leather Federation along with Shri Deepak Chawla, Vice President Punjab Leather Federation were present during the meeting. Shri Gursimmar Deep Singh, CLE NRC member along with Shri Nitin Chawla, Trace Shoes and with other prominent industry members of Punjab participated in the meeting.

In the meeting, DPIIT Additional Secretary Shri Rajeev Singh Thakur, IAS and Shri Arun Kumar Sinha,



Shri Som Parkash, Hon'ble Union Minister of State for Commerce & Industries, Govt. of India having interaction meeting with Leather and Footwear Industry members of Punjab at Vanijay Bhawan, New Delhi



Shri Motilal Sethi, Northern Regional Chairman, Council for Leather Exports welcoming Shri Som Parkash, Hon'ble Minister of State for Commerce & Industries, Govt of India during interactive meeting of minister with members of Punjab Leather and Footwear Industry, Govt of India

IAS Managing Director, FDDI, Shri RK Sood, Director DPIIT and Shri Narang, PS to Hon'ble Minister were also present.

Shri Rajeev Singh Thakur, IAS, Additional Secretary, DPIIT welcomed Hon'ble Minister and thanked him for his valuable time for the meeting. He also welcomed to all the participants of the meeting including Shri Motilal Sethi, Regional Chairman (North), CLE and Shri Hiralal Verma, President Punjab Leather Federation, and IFCOMA. He also apprised to the participants about the objective of meeting convened under the Chairmanship of Shri Som Parkash, Hon'ble Union Minister of State for Commerce & Industries, Govt of India. Additional Secretary also gave presentation on the activities and role of Leather and Footwear section of DPIIT in promoting and supporting leather and footwear sector of India both in domestic and overseas markets. He informed other than creating conducive business environment for the sector through policy, initiative section is also running financial assistance scheme called IFLAP. He informed this scheme is the continuation of previous schemes which was called as IFLADP scheme. Looking at the potential of the sector both in terms of turnover and employment schemes are being continued from the year 2021 and will remain in force till 2026. He further informed that scheme focusses on the overall development of the sector countrywide considering the quality and productivity improvement in the factories and also the zero effect on environment with sustainability focused approach. Under the scheme assistance is provided to CETPS, individual firms for modernisation and technical upgradation. Other than this scheme also provides assistance for the development of leather and footwear parks in the

potential clusters of sectors by developing common infrastructure to help the industry accrue benefit from agglomeration of economies. He further added that other than these scheme has also started providing assistance for development of brand and design studios to create niche and serve niche products.

### Highlights of IFLDP Scheme

- ☐ The Cabinet on 19.01.2022 approved continuation of IFLDP
- ☐ Total approved outlay of Rs.1700 crore
- ☐ Period :- 01.04.2021- 31.03.2026 or till further review, whichever is earlier.
- ☐ Scheme and guidelines issued on 03.03.2022.
- ☐ SoP for each sub-scheme approved on 31.03.2022.
- ☐ Online portal for IDLS launched in May 2022, while remaining 5 portals launched in June 2022.
- ☐ All portals are on NSWs and no physical application is required.



Shri Rajeev Singh Thakur, IAS Additional Secretary, DPIIT, Shri Arun Kumar Sinha, IAS Managing Director, FDDI, Shri RK Sood, Director DPIIT and Shri Narang, PS to Hon'ble Minister in the meeting

Shri Motilal Sethi Regional Chairman (North), CLE welcomed Hon'ble Minister and thanked him for convening a meeting with special focus on Punjab state which requires special attention on account of current growth scenario of leather and footwear sector. Shri Sethi apprised briefly about the CLE and its role in promoting exports of leather and footwear from northern region. He informed that as per the jurisdiction of CLE Punjab state falls in the Northern Region. He requested Regional Director Shri Atul Kumar Mishra CLE New Delhi to give brief presentation on the leather & Footwear Sector of Punjab state.

Shri Atul Kumar Mishra, RD CLE gave presentation on the leather and footwear sector of Northern Region with special focus on Punjab state. He briefed the Hon'ble minister about role and objective of CLE and also explained about the regional jurisdictions provided by CLE to five regions of CLE nationwide to work and promote leather and footwear export from the respective regions. He informed that Punjab falls under the Northern Region of CLE including J&K, Himachal Pradesh, Haryana, Rajasthan, Delhi and Western UP till Agra. Northern Region of CLE accounts 23% share of the total national exports of leather and footwear sector. Northern region's current exports are to the tune of USD 954 million out of which USD 34 million is contributed by the State of Punjab during April-Dec., 2022. The major exportable items from the state of Punjab are Leather Goods, leather footwear, finished leather and non-leather footwear. Prominent districts which together contributed more than 90% exports from the state are Jalandhar, Ludhiana, Patiala, and SAS Nagar. Other than this Kapurthala, Amritsar and Hoshiarpur are other prominent districts for exports. Regional Director highlighted the prominent



Shri Rajeev Singh Thakur, IAS Additional Secretary DPIIT giving presentation on Interaction of Hon'ble MoS (C&I) with Leather and Footwear Industry of Punjab in Vanija Bhawan, New Delhi on 13th Feb., 2023

demands to infuse the confidence in the leather and footwear industry which is currently having very dismal performance on account of underperformance of CETP due to closure by High Court order and slow post covid recovery of the Industry. Following are the major demands of Leather and footwear industry of Punjab:

- Contribution of 15% share of on behalf of industry in the projects for upgradation of common effluent treatment plant for tanneries in Jalandhar leather complex....DPIIT may please consider the demand of 100% funding
- Relaxation in property tax on leather industry situated in leather complex Jalandhar
- Restoration of cancelled plots of leather complex and Relaxation of non-constructing charges to the allottee of some wet areas plots from PSEIC of Punjab
- Creation of Skill Centres and quality testing labs of international level
- Govt support of Rs 5-6 crore is required for erection of boundary wall around CETP

- Open drainage of 2 km long in the Jalandhar leather complex should be immediately repaired with PVC Pipeline

Shri Hiralal Verma, President, Punjab Leather Federation apprised about the current state of Leather and footwear Industry in Jalandhar. He welcomed and thanked Hon'ble Minister for giving the industry an opportunity to discuss the matters related to growth and prospects of leather industry in the state of Punjab. He informed that The Punjab leather industry comprises both organised & unorganised segments from small artisans to big companies which produce a wide range of products from finished leather to leather and sports goods. The unorganised sector plays a dominant role in the entire production of leather & leather products. The sector is dominated by micro and small units with bigger units accounting for small fraction of the total manufacturing units. The small scale, cottage and artisan sectors account for a significant 90-95 per cent of the total production in the categories of footwear, leather goods and leather sports goods. On the other hand, the tanneries segment operates more in the organised space. The medium and small-medium scale sectors account for about 90 per cent of finished leather production.



Shri Hiralal Verma, President, Punjab Leather Federation (PLF) discussing the issues of leather and footwear sector of Punjab with Hon'ble Minister and Additional Secretary DPIIT

Apart from the quality of the raw material, the process of its conversion into leather and later processes like design, product development and product manufacture play a key role in the value-addition. The leather goods and leather sports goods industry comprises both integrated as well as standalone companies. The integrated companies operate across the entire value chain spectrum spanning collection of hides & skins, tanning & finishing of leather and manufacturing of leather goods and sports goods. The standalone companies operate in any one of the three activities.

He further added that the major production centres for leather and leather products in Punjab are Jalandhar, Ludhiana, Patiala, SAS Nagar, Amritsar, Kapurthala, Hoshiarpur, Gurdaspur & Sangrur etc.

Issues and challenges highlighted by Shri Hiralal Verma President Punjab Leather Federation of Punjab Leather & Footwear Industry are as follows :

#### I. Common Effluent Treatment Plant (CETP) at Leather Complex, Jalandhar



Shri Motilal Sethi, NRC CLE welcoming the Hon'ble Minister; Govt Dignitaries and Participants of the meeting.

which is being upgraded through SPV i.e. Punjab Effluent Treatment Society (PETS), Jalandhar; has not made significance progress on account of non-availability of finances to complete the project. The total estimate cost of the project is Rs. 2725.54 lakhs. Out of the total estimated cost of the project 70% of the cost is being funded under IFLADP Scheme of DPIIT, Ministry of Commerce & Industry, Government of India while the balance 30% of the funds has to be arranged and shared between the Government of Punjab and Industry stakeholders (15% each). On this account leather Industry at Jalandhar had been facing the problem of closure of tanneries and product industry leading to the losses of revenue, profit and also unemployment. One of the prominent reasons of non-functional of the tanneries and industries in Jalandhar complex was closure of CETP w.e.f. 29th Oct 2019 with the orders of Hon'ble High Court of Punjab & Haryana in LPA number 1924 of 2014. By Hon'ble High Court Punjab & Haryana and Covid 19 pandemic forced the industry to remain close for 14 to 16 months. Since then, Industry got totally collapsed and is working with the lower capacity and unable to reach to optimum production size. Closure of industry and lower capacity utilization led

to loss of business and exports due to which members do not have now sufficient funds to pay and contribute their 15% share required to upgrade and modernize and increase the capacity of CETP. Hence, request would be that the entire 30% contribution for the upgradation and modernization of CETP may please either be granted by DPIIT or from the Government of Punjab. This will immensely help in the revival and survival of the industry.

2. The problem of payment of double maintenance charges are being faced by leather industry of Jalandhar Leather Complex is also highlighted here. Currently Maintenance charges are being levied by Municipal Corporation, Jalandhar and PSIEC Ltd. Both on the leather industries functioning in Jalandhar Leather Complex. This Leather Complex is the only single industrial complex in Punjab from where maintenance charges are being charged by PSIEC Ltd. also. Industry has requested that this maintenance charges levied by PSIEC Ltd may please be lifted so as to provide a relief and relaxation to the industry.

3. Request of reinstating the status of some of the plots of Leather Complex which are cancelled by PSIEC without giving any valid reasons for the cancellation of the same was also placed before minister and secretary but has yet not been considered. Moreover, PSIEC is charging non-construction charges from plots which could not construct tanneries as they are not getting connectivity with the Common Effluent Treatment Plant (CETP) due to lack of capacity of CETP. This issue is discussed with the concerned officers and they agreed but even then, notices to the plot holders for non-construction charges are being issued.

4. Creation of Skill Centres and quality testing labs of international level for leather and footwear support

5. Govt support of Rs 5-6 crore is required for erection of boundary wall around CETP

6. Open drainage of 2 km long in the Jalandhar leather complex should be immediately repaired with PVC Pipeline

Shri AK Sondhi, Member, COA CLE highlighted the issues like organising marketing and promotional activities to promote finished leather and goods from Jalandhar. He also requested that ongoing application filling of IDLS



Shri AK Sondhi, COA, CLE and Shri Vipin Seth, COA CLE highlighting the marketing and promotional issues for Punjab Leather and footwear Industry before Hon'ble Minister and Additional Secretary DPIIT

should be extended for another 6 to 9 months so more applicants may file their application. On behalf of PLF, he also requested that upgradation of CETP and in solving other matters related to CETP at Jalandhar govt may help the SPV for early revival of CETP including 30% balance funding either from DPIIT or from state govt. He also requested that in case of Punjab tanners their IDLS application may please considered in case if they do not pollution control board noc which is one of the eligibility criterion for submission of IDLS application to DPIIT.

Shri Vipin Seth, COA CLE also requested that Medium sector industry should also be considered for income tax relaxation as small micro and small medium enterprise are eligible to avail the benefit.

Shri Som Parkash, Hon'ble Union Minister of State for Commerce & Industries gave patient hearing to the



Shri Som Parkash, Hon'ble Union Minister of State for Commerce & Industries, Govt. of India interacting with participants on the issues and matters highlighted by participants of the meeting

issues and matters highlighted by the participants.

He assured that issues and matters brought to his notice related to leather and footwear industry of Punjab will be very well addressed. He thanked all the members and guests present during the meeting for attending the meeting.



Shri Som Parkash, Hon'ble Union Minister of State for Commerce & Industries, Govt. of India along with industry representatives of leather and footwear industry of Punjab



## India International Leather Fair (IILF) 2023



Thiru R. Gandhi, Hon'ble Minister for Handlooms and Textiles, Government of Tamil Nadu inaugurating IILF 2023 in presence of Thiru Siva V. Meyyanathan, Hon'ble Minister for Environment and Climate Change, Government of Tamil Nadu and other dignitaries

### Introduction

The 36th edition of the India International Leather Fair (IILF) was held at Chennai Trade Centre during 31st January to 3rd February 2023. The fair was inaugurated on 31st January, 2023 by Thiru R. Gandhi, Hon'ble Minister for Handlooms and Textiles, Government of Tamil Nadu. Thiru Siva V. Meyyanathan, Hon'ble Minister for Environment and Climate Change, Government of Tamil Nadu was the Guest of Honour on the occasion.

Shri Pradeep Singh Kharola, Chairman and Managing Director, India Trade Promotion Organisation ;

Ms. Michaela Küchler, Consul General of Germany, Chennai ; Dr. Alessandro Liberatori, Italian Trade Commissioner in India ; Shri Sanjay Leekha, Chairman, CLE ; Shri Rajendra Kumar Jalan, Vice – Chairman, CLE ; Shri Israr Ahmed, Regional Chairman, CLE participated in the inaugural function . Industry representatives, exhibitors and representatives of press/ media were present at the inaugural function.

IILF 2023 had on display the entire range of products relating to leather industry from raw material to finished products and auxiliary products such as finished leather, shoes, shoe components - uppers, soles, heels, counters, lasts, leather garments, fashion accessories, leather goods, machinery & equipment and chemicals. IILF has all along been a vivid presentation of the leather industry. Latest expressions of the trends, styles, designs, and colors in world fashion were shown.

### Inaugural function

Ms. Hema Maity, General Manager, ITPO welcomed the dignitaries and participants.



Dignitaries on the dais

Speaking at the occasion, Shri Israr Ahmed, Regional Chairman (South), CLE stated that Tamil Nadu is growing and the industry in the State is developing. Tamil Nadu has the highest environment standards in the country and the tanning industry in the state is known for establishing the Zero Liquid Discharge System (ZLD) thereby reflecting its commitment for sustainable development. India has the highest number of LWG certified tanneries in the world.

Shri Israr Ahmed thanked ITPO for providing excellent facilities to the exhibitors at the fair. Stating that the proposal to build another hall at Chennai Trade Centre will enhance the capacity by another 50%, he stated that this is a major boon to the exhibitors.

Shri Israr Ahmed concluded by thanking the people present at the inauguration, who are the people who are working for and working with the industry.

Shri Pradeep Singh Kharola, CMD, ITPO stated that raw material base and skilled manpower are the greatest strengths of the Indian leather industry. The industry also has a major technological base and tradition and these aspects will propel the industry's growth in the



Shri Israr Ahmed, Regional Chairman (South), CLE



A view of participants at the inaugural function

next five years. In this context, IILF is extremely important, as it will bring together the stakeholders from all over the country and also the world, and provide a platform to discuss growth plans.

Shri Kharola stated that the ultimate goal of IILF is to enhance production and exports from the industry and generate additional employment opportunities.

In his speech, Shri Sanjay Leekha, Chairman, CLE stated that IILF has always been the face of Indian leather & footwear industry, reflecting its growth. The fair also provides insight into latest innovations in the areas of technology and trends. As IILF is being held after a period of two years, I am sure that everyone connected with the industry is eagerly looking forward for a successful edition of the fair. The entire world is now looking at India as a major and reliable supplier of value-added products and the leather industry is no exception to this. The leather and footwear sector aims to ensure optimum utilization of the emerging business opportunities and substantially enhance its exports in the coming years.

Shri Leekha stated that exports are already showing good growth momentum this year. Export of leather, leather products and footwear have registered substantial growth this year, reaching USD 4.25 billion during April to December 2022 as against USD 3.63 billion during April to November 2021, registering 17.08% growth. With a huge and growing global market, we see very good opportunities for growth in 2023 as well. The Indian leather and footwear sector is aiming to reach an export turnover of USD 13.7 billion by 2030 from the turnover of about USD 5 billion during 2021-22.

Shri Leekha added that in order to ensure sustainable growth of the



Shri Pradeep Singh Kharola, CMD, ITPO

industry, we need the continued support of both the Central and State Governments. The Government of Tamil Nadu has been pro-actively supporting our industry. We thank the Government of Tamil Nadu for announcing the "Tamil Nadu Footwear & Leather Products Policy" and for proposing to establish a Mega Footwear & leather products Park at Panapakkam Town. These major support measures will definitely help in substantial growth of the sector in Tamil Nadu. Chairman, CLE also thanked the Government of Tamil Nadu for extending financial assistance for upgradation of CETPs of tannery sector.

Chairman, CLE stated that our industry requires certain specific policy support measures to ensure sustainable growth of the industry and stated the following.

- We have taken -up the request for extending Production Linked Incentive Scheme (PLI) to leather & footwear sector, with the Government of India,



A view of participants at the inaugural function

which is under consideration. PLI Scheme will strengthen our supply chain and will help in substantially enhancing the manufacture and export of value - added products from the country, by attracting domestic and overseas investments.

- We have also taken-up the request for reinstatement of import duty exemption on wet blue, crust and finished leathers, as these leathers are not available in India and are of different size, texture and thickness and their duty free import is necessary to enhance price competitiveness of export of value added products.
- Besides, we have also sought addition of new inputs/components under Import of Goods under Concessional Rates of Duty (IGCR) Scheme.
- Due to changes in the market requirement and tanning technology, many new value added leathers have been developed in recent years. Chrome free and Eco-friendly leathers in natural forms without any top finishes are in global demand. Hence, as part of ease of doing business, we have taken-up the request for allowing such newer types of leathers without export duty, testing or certification.

Chairman, CLE concluded by stating that the focus of the industry in the coming years will be to scale-up production and productivity and move-up the value chain through design development. With the efforts of industry stakeholders and the support of Government, there is no doubt that we will achieve substantial growth in the coming years.

### Release of Publications

The following publications were released during the inauguration of IILF 2023.



Shri Sanjay Leekha, Chairman, CLE



Release of IILF 2023 Fair Catalogue

**1) Exhibition Catalogue of IILF 2023 :** This catalogue contains complete details of all exhibitors at IILF 2023. The catalogue was released by Thiru R. Gandhi, Hon'ble Minister for Handlooms and Textiles, Government of Tamil Nadu. The first copy was received by Shri Pradeep Singh Kharola, Chairman and Managing Director, India Trade Promotion Organisation

**2) Members Director 2023 of CLE :** This Directory contains contact information of members spread across the country, covering name, address, telephone, fax and e-mail, products of manufacture . The publication was released by Thiru Siva V. Meyyanathan, Honble Minister for Environment and Climate Change, Government of Tamil Nadu. The directory is compiled on region-wise and product-wise basis, with additional segregation of manufacturer and merchant exporters registered with CLE. The first copy was received by Shri Sanjay Leekha, Chairman, CLE

### 3) Facts and Figures of export of leather, leather products and footwear booklet of CLE: 2021-22:

This book contains export data of leather, leather products and footwear – region-wise, country-wise and cluster-wise basis for the year 2021-22. This booklet is a comprehensive compilation of export data (both volume-wise and value-wise) based on the data given by members of CLE. The publication was released by Thiru R. Gandhi, Hon'ble Minister for Handlooms and Textiles, Government of Tamil Nadu. The first copy was received by Shri Rajendra Kumar Jalan, Vice-Chairman, CLE.

Speaking at the inaugural function, Thiru Siva V. Meyyanathan, Honble Minister for Environment and Climate Change, Government of Tamil Nadu the modern leather industry in Tamil Nadu has a long history, dating back to the 19th Century when Vegetable tanned leathers were produced. Since then, the industry has grown by leaps and bounds and is a leading manufacturer and exporter of value added products now. He highlighted the following aspects in his speech.

The unique feature of the leather industry in Tamil Nadu is its strong tanning base, aided by the strong technical knowhow and skills. With 60% of India's tanning capacity, Tamil Nadu is the national leader in finished leather production and home to over 1,650 companies related to the industry. The Leather Industry in Tamil Nadu Employs about 6 lakh people out of which 85% are Women.

- The leather industry in the country is bestowed with an affluence of raw materials as India is endowed with 20% of world cattle & buffalo and 11% of world goat & sheep population. Added to this are the strengths of skilled manpower, innovative technology, increasing industry compliance to



Release of CLE members Directory 2023



Release of CLE booklet "Facts and Figures of export of leather, leather products and footwear 2021'22"

international environmental standards, and the dedicated support of the allied industries.

- India is 2nd largest producer of footwear ; 2nd largest exporter of leather garments and 5th largest exporter of leather goods. The total turnover of the industry is USD 17 billion, out of which exports constitute USD 5 billion and domestic industry turnover is about USD 12 billion.
- The Indian leather, leather products and footwear industry has a huge potential for achieving significant growth both on the export front and in the domestic market in the coming years.
- As you all know, the entire world is looking at India as a major and reliable manufacturing hub and sourcing destination for leather products and footwear. This presents major business opportunities for us. Ensuring

optimum utilisation of these emerging opportunities will take us to significant heights on the export front in the coming years. In order to achieve sustainable growth, the industry needs to continuously undertake Innovation in production design & development and environment management.

- Besides having huge export potential, India is a huge and rapidly growing market for footwear and leather products as well. India should be seen not only as a major supplier of value added leather products and footwear but also as a major partner in Joint Ventures and Technical Collaborations. Such overseas collaborations will bring the required product diversification technologies which in turn will help in greater penetration of the market.
- The Government of Tamil Nadu is committed to the sustainable growth of the leather and footwear industry in the State.
- You are all aware that upgradation projects of 9 Common Effluent Treatment Plants (CETPs) in the tannery sector of Tamil Nadu under the Indian Footwear, Leather & Development Programme (IFLADP) 2017-2021, is currently under implementation. The combined total project cost of these projects is Rs.374.37 Crores , with 70% funding support of Government of India. The Government of Tamil Nadu is providing funding support to these CETPs @ 15% of the total project cost which works out to Rs.56.16 Crores. The CETPs are located at Ranipet (3 CETPs), Ambur (2 CETPs), 1 each at Pernambut, Vaniyambadi, Dindigul & Pallavaram, and these projects are currently under advanced stages of completion. Once these projects are completed, the CETPs would



Thiru Siva V. Meyyanathan, Honble Minister for Environment and Climate Change, Government of Tamil Nadu

be able to operate in their fullest sanctioned capacity, thereby benefitting the tanning sector.

- I am happy to note that India International Leather Fair (IILF), which is one of the largest fairs of the leather, leather products and footwear industry in Asia, brings in new technologies and trends in every edition. The 36th edition of IILF too is not an exception, as the visitors will get to see innovative inputs, components, chemicals, machinery and products, displayed by more than 400 exhibitors from India and abroad. I am sure that this fair will generate huge business opportunities for both domestic and overseas exhibitors.

Hon'ble Minister Thiru Siva Meyyanathan recalled the major role played by former Chief Minister of Tamil Nadu Dr. Kalaignar M. Karunanidhi for the sustainable growth of the leather industry in the State. Thiru Siva Meyyanathan stated that the Hon'ble Minister Thiru Gandhi has also played a major role in the leather industry's growth in Tamil Nadu.

Hon'ble Minister Thiru Siva Meyyanathan referred to the portrait of Hon'ble Chief Minister Thiru M.K. Stalin prepared in 284 hours and appreciated the strenuous efforts put-in to prepare the wonderful portrait. He stated that the Hon'ble Chief Minister of Tamil Nadu is very keen on the growth of the industry and environment management. The Hon'ble Minister emphasized the need for increasing the green cover around CETPs and in industrial areas. The Hon'ble Minister also mentioned about 5 MOUs signed by the leather and footwear industry with the Government of Tamil Nadu for establishing production units in the State with an investment of about Rs.2250 crore. The Hon'ble Minister also referred to Shri M. Mohamed Hashim, Founder Chairman of CLE as the Father of the Leather Industry in the State.

Speaking at the occasion, Thiru R. Gandhi, Hon'ble Minister for Handlooms and Textiles, Government of Tamil Nadu stated that IILF was the first fair held in the Chennai Trade Centre in 2001. Our leader Dr. Kalaignar M. Karunanidhi, Hon'ble Chief Minister of Tamil Nadu had inaugurated the Chennai Trade

Centre on January 31, 2001 while Thiru Murasoli Maran, Union Minister for Commerce and Industry had inaugurated IILF in the presence of Thiru T.R. Baalu, Hon'ble Union Minister for Environment and Forests . Ever since shifting to Chennai Trade Centre, IILF has grown significantly both in terms of exhibition area and in terms of number of visitors, thereby reflecting the growth of Indian leather & footwear industry as well. He expressed his happiness to note that the 2023 edition of IILF will witness the participation of more than 400 exhibitors from India and abroad, which includes National Pavilions of five countries namely China, France, Germany, Italy and Brazil. He extended his best wishes to all participants and business visitors for huge success in all their endeavours. Thiru Gandhi stated the following.

- The leather industry is close to my heart and I have seen the growth of the industry in Tamil Nadu, from being an exporter of leathers to an exporter of high value added leather products and Shoes. Tamil Nadu is the largest exporter of leather, leather products and footwear in India and its annual export of these items during 2021-22 was Rs.12,930.19 crore, having a share of 39.01% in total export of leather, leather products and footwear from the country. With women employment constituting a share of more than 80%, the industry is a shining example of women and social empowerment.
- Tamil Nadu has shown the way for the entire country in Environment Management by setting-up Zero Liquid Discharge Systems in the CETPs of the tannery sector. Tamil Nadu has excellent institutional support for the leather industry, with the presence of institutions like Central Leather Research Institute (CLRI) ; Footwear Design



Thiru R. Gandhi, Hon'ble Minister for Handlooms and Textiles  
, Government of Tamil Nadu



and Development Institute (FDDI); National Institute of Fashion Technology (NIFT) and Central Footwear Training Institute (CFTI).

- The Government of Tamil Nadu is committed for the sustainable growth of the leather and footwear industry in Tamil Nadu. You are all aware that the Hon'ble Chief Minister of Tamil Nadu had unveiled the "Tamil Nadu Footwear & Leather Products Policy" on August 23, 2022. This is a comprehensive policy which provides various incentives for new production units and aims to attract Rs 20,000 crore investment in the leather sector by 2025 and create employment opportunities to 2 lakh people. Because of the pro-active efforts of Government of Tamil Nadu, several MOUs have already been signed for establishment of new footwear units in Tamil Nadu and I am sure that more investments in the leather & footwear sector will be coming into this sector in future too.
- I am told that the leather industry in the country aims to increase its turnover (including domestic and exports) from the present USD 17 billion to about USD 47 billion by 2030. Tamil Nadu will be playing a major role

in achieving this turnover and our Government will extend all assistance in this regard.

- Thiru Gandhi would urge the entrepreneurs in the leather and footwear sector to continue their modernization and technological upgradation efforts in a big way and scale-up their production levels so as to reach the targets.

The Hon'ble Minister lauded the strenuous efforts put-in by industrial stalwarts Thiru M. Mohamed Hashim and Dr. M. Rafeeqe Ahmed for the growth of the leather industry.

Thiru Gandhi concluded by stating that the Government of Tamil Nadu is committed for the sustainable growth of the leather and footwear industry and will extend all possible support to the industry.

Shri Rajendra Kumar Jalan , Vice – Chairman, CLE delivered the Vote of Thanks.

Shri Jalan thanked Chief Guest Thiru R. Gandhi, Hon'ble Minister for Handlooms & Textiles, Government of Tamil Nadu for inaugurating the 36th IILF. Shri Jalan also thanked Thiru Siva V. Meyyanathan, Honble Minister for Environment and Climate Change, Government of Tamil Nadu for gracing the occasion as Guest of Honour.

Shri Jalan stated that it is a privilege for all of us in the industry to have our Hon'ble Ministers here, which shows the commitment of Government of Tamil Nadu for the development of leather and footwear industry in the State. Shri Jalan thanked the entire ITPO team lead by Shri Pradeep Singh Kharola, Chairman and Managing Director, ITPO and Ms. Hema Maty, General



Shri Rajendra Kumar Jalan ,Vice – Chairman, CLE

Manager, ITPO for putting-up another successful edition of IILF.

Shri Jalan stated that IILF has become one of the largest fair in Asia. The participation of 16 countries in the fair reflects its worldwide popularity and its growing stature. I am sure that the fair will continue to grow in the coming years, thereby introducing more and more technologies and trends.

Stating that Tamil Nadu is not only the home to the largest tanning sector in the country, Shri Jalan stated that State has also undertaken product diversification efforts in attracting investments in the Sports Footwear segment as well. Tamil Nadu also has a strong institutional support with the presence of all major institutions namely CLRI, FDDI, NIFT, CFTI and LSSC. With its strong manufacturing base, Tamil Nadu has a vital role to play in achieving our envisaged export turnover of USD 13.7 billion by 2030, from the present USD 5 billion.

In the last two decades, the leather and footwear industry has invested heavily in core areas namely capacity modernization and expansion of production units, environment management, skill development etc., With the support of Central and State Governments, the industry will not only continue to invest in core areas but in emerging focus areas namely sustainable development, design and digitization. This will help in meeting the varied and ever changing demands of the highly competitive global market.

Shri Jalan stated that creation of additional exhibition halls in the Chennai Trade Centre is a very good initiative and expressed confidence that this additional space will also be sold out in the upcoming edition of IILF.

Shri Jalan concluded by thanking all exhibitors and business visitors to IILF and wish them all success.



During the fair, a portrait of Hon'ble Chief Minister of Tamil Nadu Thiru M.K. Stalin made of leather was unveiled. This portrait was handcrafted using pieces of leather, involving total working time of 284 hours.

**Visit of dignitaries to the fair**

After the inaugural function, the Hon'ble Ministers and dignitaries visited the fair and interacted with the exhibitors.





### IILF 2023

IILF 2023 witnessed participation of more than 400 Exhibitors. More than 12,000 visitors attended the event.

Significant foreign participation in the fair led to exchange of ideas and technology among ideas and technology among the participating countries in the region.

About 98% of the exhibitors have shown interest to participate again in the 37th edition of the fair.

### Press Meet on Leather Week 2023

CLE organized a Press Meet on January 30, 2023 at Hotel ITC Grand Chola.

Shri Sanjay Leekha, Chairman, CLE ; Shri R. Selvam, ED, CLE ; Shri Israr Ahmed, Regional Chairman (South), CLE and Ms. Hema Maity, General Manager, ITPO addressed the Press.

Shri Sanjay Leekha, Chairman, CLE stated tat the Indian leather and footwear sector is aiming to reach an export turnover of USD 13.7 billion by 2030 from the turnover of about USD 5 billion during 2021-22" said Shri Sanjay Leekha, Chairman, Council for Leather Exports. Shri Sanjay Leekha added " The entire world is now looking at India as a major and reliable supplier of value added products. The leather and footwear sector aims to ensure optimum utilization of the emerging business opportunities and substantially enhance its exports in the coming years. Exports are already showing



good growth momentum this year. Export of leather, leather products and footwear have registered substantial growth this year, reaching USD 4.25 billion during April to December 2022 as against USD 3.63 billion during April to November 2021, registering 17.08% growth. With a huge and growing global market, we see very good opportunities for growth in 2023 as well".

Shri R. Selvam, Executive Director, CLE said "As part of export promotion efforts, CLE is continuing its aggressive market promotion campaign to tap both traditional and potential markets CLE has organized 'Group Participation' of exporters in 13 international fairs and exhibitions and I Reverse Buyer Seller Meet (in India) under the Market Access Initiative Scheme (MAIS) of Department of Commerce, Ministry of Commerce & Industry, Government of India during the period April-December 2022. CLE will be participating/ organising 12 international events during January – March 2023 with MAIS support, which include an Reverse Buyer Seller Meet (RBSM) in Delhi (March 21-22, 2023) and a Designers Fair in Chennai ( Feb. 1-3, 2023)".

Shri Sanjay Leekha, Chairman, CLE added "We thank the Government of India for implementing the Indian Footwear & Leather Development Programme (IFLDP) for our sector, with an outlay of Rs.1700 crore. This scheme will immensely help in making further gains in crucial areas namely capacity modernization & Technological upgradation of production units, upgradation of CETPs, promotion of Indian brands etc., I am happy to inform that project proposals to the tune of Rs.3701.16 Crore and estimated Government grant of Rs.1578.46 Crores have already been submitted through National Single Window System (NSWS) of IFLDP Scheme. Thus, 93% of the outlay utilization is already committed by the industry, which is a big achievement for the IFLDP programme".

Shri Sanjay Leekha added “We expect additional support measures for the sector in the upcoming Union Budget 2023-24 and also in the Foreign Trade Policy which will further catalyze our growth. As far as Union Budget is concerned, we have requested for re-instatement of import duty exemption on wet blue, crust and finished leathers and also addition of new inputs under Import of Goods under Concessional Rates of Duty (IGCR) Scheme. Consideration of these requests in the budget will help in increasing the export of value added products from the country”.

Shri Israr Ahmed, Regional Chairman (South), CLE stated that it is a happy occasion to see IILF after a gap of two years. Shri Israr stated that though there are recessionary trends in the global market, the Indian footwear and leather industry is going better and hence everything is set perfect

for IILF 2023. Shri Israr Ahmed also briefed about the efforts taken by the industry on the environment management front and stated that sustainability is the key focus of buyers and exporters.

Ms. Hama Maity, General Manager, ITPO briefed about the IILF 2023.

On the whole, the India Leather Week 2023 will witness a flurry of events which will open-up new windows of opportunities for the overall growth and development of Indian leather and footwear sector

Shri R. Selvam, ED, CLE also briefed about the concurrent events to be organized by CLE including the Designers Fair (Feb. 1-3, 2023) and the Executive Forum.



**Fashion Show, February 1, 2023, Hotel ITC Grand Chola**

A Fashion Show was organized on 1st February 2023 at Hotel ITC Grand Chola to portray the latest expression of trends, styles and designs in the world leather fashion. of Indian Leather Industry. Several leading brands showcased their latest collection ranging from leather footwear and bags to leather garments.





### CLE Information Booth

As in the past, CLE organized its Information Booth in IILF in which publications namely Members Directory 2023 and Facts and Figures of Export of leather and leather products during 2021-22 were displayed for circulation and sale.

### Visit of International Media to India International Leather Fair (IILF) 2023, Chennai

On the invitation of India Trade Promotion Organization, International Media Firms from Italy, UK, Spain & Iran have visited the 36th Indian International Leather Fair (IILF) 2023 held at Chennai during 31st January 2023 to 3rd February 2023. The International Media Firms are: (1) Mr. Piernicola Fascetto, Techniche Nuove, Italy (2) Mr. Matthew Henry Abbott, World Trade Publishing Limited, U.K (3) Mr. Carlo Leoni, Editoriale di Informazioni Settoriali



Discussion Meeting held by ITPO with International Media Firms on IILF 2023 at Convention Centre of Chennai Trade Centre on 01.02.2023

SRL, Italy (4) Mr. Mario Luzon Blasco, Prensa Tecnica, Spain (5) Mr. Alessandro Cesarini, MPA Srl, Italy (6) Mr. Afshin Shadimehr, News Leather and Shoe Industrial Magazine, Iran. On 31st January 2023, International Journalists have attended the Inauguration Ceremony of the 36th India International Leather Fair held at Chennai Trade Centre followed by, Networking Dinner hosted by Chairman, CLE to the visiting delegates of IILF 2023 at ITC Grand Chola.

On the next day 1st February 2023, Discussion Meeting was held between India Trade Promotion Organization and International Journalists at 11.30am at Chennai Trade Centre. From ITPO, Mrs. Hema Maity, General Manager, Shri Sahoo, General Manager, Shri Krishan Kumar, Senior Manager, have discussed with International Media Firms. Shri A. Fayaz Ahmad, Deputy Director, CLE was present in the discussion meeting and has coordinated the visit of International Journalists to IILF 2023 and concurrent activities held alongside the IILF 2023 as part of the India Leather Week 2023. .

After the meeting, Overseas Journalists visited the Leather Fair on all the 3 days of the fair and interacted with the exhibitors and trade visitors. The CLE team has accompanied the Journalists and coordinated their visit to the allied events during the Leather Fair.

#### **CLE Press Conference with International Media held on 02.02.2023 at Chennai**

The Council for Leather Exports has organized a Press Conference with International Media on 2nd February 2023 at 11.30am at Hotel ITC Grand Chola, Chennai alongside the 36th India International Leather Fair 2023. Six overseas journalists from the global leather and footwear industry have visited the IILF 2023 on the invitation of India Trade Promotion Organization (ITPO) for media coverage. The journalists who visited Chennai are: (1) Mr. Piernicola Fascetto, Techniche Nuove, Italy (2) Mr. Matthew Henry Abbott, World Trade Publishing Limited, UK (3) Mr. Carlo Leoni, Editoriale di Informazioni Settoriali SRL, Italy (4) Mr. Mario Luzon Blasco, Prensa Tecnica, Spain (5) Mr. Alessandro Cesarini, MPA Srl, Italy (6) Mr. Afshin Shadimehr, News Leather and Shoe Industrial Magazine, Iran. These Overseas Journalists has



ITPO & CLE Officials seen with International Journalists



Shri Sanjay Leekha, Chairman, CLE and Shri R. Selvam, IAS, Executive Director, CLE with an international journalist.



Shri Sanjay Leekha, Chairman, CLE interacting with the International Media Firms in the CLE Press Conference held on 02.02.2023

attended the CLE Press Conference on 02.02.2023.

The Press Conference was led by Shri Sanjay Leekha, Chairman-CLE in the presence of Shri Rajendra K Jalan, Vice-Chairman, CLE & Shri R. Selvam, IAS, Executive Director, CLE. Shri M. Israr Ahmed, Regional Chairman (South),, Shri Javed Iqbal, Regional Chairman (Central), Shri Motilal Sethi, Regional Chairman (North) & Shri Naresh Bhasin, Regional Chairman (West), CLE have participated in the Press Conference.

The CLE Press Release issued on the IILF 2023 was briefed to the International Media and the International Media interacted with the CLE Dignitaries and taken the



views /inputs for their news coverage in their magazines.A copy of the Press Release issued by ITPO was also shared with the International Media.



Group Photographs of International Media Firms with Shri Sanjay Leekha, Chairman-CLE, Shri R.K Jalan,Vice-Chairman-CLE, Shri R.Selvam, IAS, Executive Director-CLE, Shri Javed Iqbal, Regional Chairman (Central)-CLE, Shri Motilal Sethi, Regional Chairman (North)-CLE & Shri Naresh S. Bhasin, Regional Chairman (West)-CLE.



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## Networking Dinner

CLE organized a Networking dinner on January 31, 2023 for the overseas delegates and Designers with industry stakeholders.



Shri M. Mohamed Hashim, Founder Chairman, CLE ; Dr. M. Rafeeqe Ahmed, Former Chairman, CLE ; Shri Rajendra Kumar Jalan, Vice – Chairman, CLE ; Shri Israr Ahmed, Regional Chairman (South), CLE ; Shri N. Shafeeq Ahmed, Member, COA, CLE and Dr. N. Mohan, Convenor, Non Leather Footwear Panel, CLE at the networking dinner



Shri R. Selvam, IAS, ED, CLE greeting Shri Sandeep Poundrik, Principal Secretary, Industries Department, Government of Bihar and Shri Pankaj Dixit, IAS, Director, Industries Department, Government of Bihar



Shri R. Selvam, IAS, ED, CLE greeting Mr. Saravana Kumar Kumara Vasagam, Consul General, Consulate General of Malaysia in Chennai



Dr. M. Rafeeqe Ahmed, Former Chairman, CLE greeting Shri Arun Kumar Sinha, Managing Director, FDDI

## Conclusion

The India International Leather Fair ended on a successful note and set the tone for the successful season ahead.



## Introduction

CLE has organised five successful editions of the Designers Fair. The Designers Fair provides an opportunity to Indian manufacturers and exporters of leather, leather products and footwear to meet popular overseas and Indian designers at one platform and explore long term business tie-ups, besides buying their design prototypes. During 2021 and 2022, the fair could not be held on account of the Pandemic.

After a gap of two years, CLE organized the 6th edition of the Designers Fair will be held at Hotel ITC Grand Chola, Chennai during February 1-3, 2023. As in the past editions, overseas and Indian designers displayed their projects/ designs in a fully constructed stand, for holding discussions with Indian companies for purchase of those designs.

## In Brief

<b>No. of designers/ institutions</b>	42
<b>Visitors</b>	More than 150
<b>Business Meetings</b>	1070

## Participation of Designers

The fair was attended by 42 designers, including 32 overseas designers/ design consultants, 5 Indian designers and 5 Indian institutions.

Sl.	Designers Details
1	Mr.Francisco Javier Sota Herrero, Life Concept, Spain
2	Ms.Yesenia Latoure, La Latoure – Clement Sydney,Australia
3	Mr.Claudio Goretti, Goretti Studio, Italy
4	Mr.Emilio Jose Alarcon Llama, Emilio Alarcon Design, S.L, Spain
5	Mr.Tonino Cannucci, Impuls, Italy
6	Ms.Laura H Giancola, Switzerland
7	Ms.Carlos Embid Forcen, EMFO Diseno, Spain
8	Mr.Walter Bettini, Bettini & Penazzato Designer, Italy
9	Ms.Mariasole Marziali, EGEO Srl, Italy
10	Mr.Luigino Marziali, Zeronove, Italy
11	Mr.Gianfranco Canuto, GFM Srl, Italy
12	Ms.Lisa Rodger Risetto, G.Hensler & Co., USA
13	Ms.Carolina Palla Neves, Pallas, Portugal
14	Ms.Cindy Chen Derkacz, She Brands, USA
15	Mr.Joel Wijangco, Philippines
16	Ms.Stephanie Dacalus, Steffy De Mylo, Philippines
17	Ms.Morganne Leigh, Tyche + Iset, USA
18	Ms.Camille Rose D Albarracin, Everything Green Trading, Philippines
19	Ms.Elissa Bloom, USA
20	Mr.Yusufashraf Osman, Yussico Ltd, UK
21	Mr.Adam Graham Porter Smith, The Smith Society, USA
22	Ms.Yanique Ollie Moore, Love & Co., Fashion Accessory, USA
23	Dario Simoni, Italy
24	Mr.Rajesh Saremal Jain, ARSutoria Studio, Italy
25	Ms.Zadorkina Nina, Bureau 21.14, Russia
26	Ms.Kuchugova Anastasiia, Russia
27	Mr.Lucius Humberto Vilar, LUV Studio, Brazil
28	Mr.Douglas Panatta, Madre Design, Brazil
29	Ms.Gisele Germany, Mastri, Brazil
30	Ms.Skorkin Iaroslav, Russia
31	Ms. Karen Giberson, President, Accessories Council, USA (Design Consultant)
32	Mr.Antonio Munar, Munar Consulting, Spain (Design Consultant)
33	Central Footwear Training Institute, Agra, India
34	Central Footwear Training Institute, Chennai, India
35	CSIR-Central Leather Research Institute, Chennai, India
36	Mr.Dominic D'Silva, Eco-Sigma (OPC) Pvt Ltd, Chennai, India
37	Footwear Design & Development Institute, Chennai, India
38	Mr.Manmath Shetty, Manmade, Hubbli, India
39	Ms.Vidushi Mehrotra, Swatimodo Creations Pvt Ltd, Noida, India
40	National Institute of Fashion Technology, Chennai, India
41	Mr.Shahrukh Zaidi, Studio SRZ, Chennai, India
42	Mr.Vikram Uberoi, Gurgaon, India

### Inauguration of the fair

The fair was inaugurated by Smt. Supriya Sahu, IAS, Additional Chief Secretary to Government, Environment, Forests & Climate Change Department, Government of Tamil Nadu on 1st February 2023.

Shri Sanjay Leekha, Chairman, CLE ; Shri Rajendra Kumar Jalan, Vice – Chairman, CLE; Shri Naresh Bhasin, Convenor, Designers Fair ; Regional Chairmen of CLE ; COA members ; Dr. K.J. Sreeram, Director, CLRI ; Shri Arun Kumar Sinha, Managing Director, FDDI, industry representatives and participating designers were present at the inaugural function.

Welcoming the participants and designers, Shri Naresh Bhasin, Convenor, Designers Fair stated that this edition of the fair is witnessing the participation of designers from 11 countries. Besides many exporters, huge domestic players are also visiting the fair. Shri Bhasin also stated that as per feedback from designers who had participated in the previous editions of the fair, they have established long term business tie-ups with many Indian companies and this augurs well for the fair.

Smt. Supriya Sahu, IAS, Additional Chief Secretary to Government, Environment, Forests & Climate Change Department, Government of Tamil Nadu stated that today's world is alert and conscious to the products that they are using and hence sustainability is the main focus area now. She stated that thanks to the efforts of the industry and also support of the Government, the tanning industry in Tamil Nadu has achieved 100% Zero Liquid Discharge (ZLD), which has brought a lot of goodwill. She urged the designers that whenever they design a product, its sustainability background should be kept in mind.



Shri Naresh Bhasin, Convenor, Designers Fair

Shri Sanjay Leekha, Chairman, CLE stated that the Designers Fair was conceptualised to help the industry in moving its production capabilities to a higher level. The fair has helped the industry in understanding its design capabilities. Chairman, CLE urged the industry to ensure optimum utilisation of the emerging business opportunities.

Shri R. Selvam, Executive Director, CLE stated that textile and leather industries are known for creativity, design development and fashion. It is the designers who decide the fashion trends and hence the designers will help to take the industry to the next level.

Shri Rajendra Kumar Jalan, Vice – Chairman, CLE stated that the Government wants “Make in India” but India is also ready for “Make for India”, considering the huge domestic market. Now, design and sustainability will be the key mantra for selling.

Shri Atun Kumar Sinha, Managing Director, FDDI stated that FDDI, Chennai campus has established a Centre of Excellence and requested the industry to make use of the same.



Smt. Supriya Sahu, IAS, Additional Chief Secretary to Government, Environment, Forests & Climate Change Department, Government of Tamil Nadu



Shri Sanjay Leekha, Chairman, CLE



Shri R. Selvam, Executive Director, CLE



Shri Rajendra Kumar Jalan, Vice – Chairman, CLE



Shri Atun Kumar Sinha, Managing Director, FDDI



Dr. K.J.Sreeram, Director, CLRI

Dr. K.J.Sreeram, Director, CLRI stated that CLRI has been with the industry for 75 years. He stated that while the tanning industry has already achieved the sustainability, the products sector too should focus on wastage reduction.

Smt. Supriya Sahu, IAS, Additional Chief Secretary to Government, Environment, Forests & Climate Change Department, Government of Tamil Nadu released the Designers Fair catalogue

During the Designers Fair inauguration, Smt. Supriya Sahu, IAS, Additional Chief Secretary to Government, Environment, Forests & Climate Change Department,



Release of Designers Fair catalogue

Government of Tamil Nadu, also released a publication titled “ABC of Footwear Technology” written by Shri Varun Gupta and Shri A.V. Suresh.



After the inauguration, Smt. Supriya Sahu, IAS, Additional Chief Secretary visited the fair and interacted with the Designers.



Shri Sandeep Poundrik, Principal Secretary, Industries Department, Government of Bihar, Shri Pankaj Dixit, IAS, Director, Industries Department visited the Designers Fair.

#### Business Order

More than 150 visitors visited the fair. Designers Fair 2023 witnessed 1070 business meetings and generation of design related business worth Rs.280.64 lakh

All the Designers who participated in the fair expressed happiness over the outcome both from the point of view of sale of designs and establishing long term tie-ups with Indian companies.



Shri Sandeep Poundrik, Principal Secretary, Industries Department, Government of Bihar, Shri Pankaj Dixit, IAS, Director, Industries Department along with Shri Sanjay Leekha, Chairman, CLE ; Shri R. Selvam, Executive Director, CLE and Shri Naresh Bhasin, Convenor, Designers Fair

#### Business Meetings





### Conclusion

Yet another edition of Designers Fair ended on a highly successful note. The Designers Fair has now become a regular feature in the global trade fair calendar for the leather industry.



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## *3rd Executive Forum on Global Perspectives on Indian Footwear & Leather Accessories/ Garments, February 1, 2023, Chennai*



The first edition of Executive Forum was held during the tenure of Shri Aqeel Ahmed Panaruna as Chairman, CLE. The objective of this event is to bring successful and experienced entrepreneurs in the leather and footwear industry in one platform, for sharing their success stories and ideas for growth. The first edition of Executive Forum was held on February 1, 2019 and the 2nd edition was held on February 1, 2020.

As the Indian leather and footwear industry is aiming to reach a turnover of USD 47.1 billion by 2030 (which includes domestic turnover of USD 33.4 billion and export turnover of USD 13.7 billion) from the present turnover of USD 17 billion (which includes domestic turnover of USD 17 billion and export turnover of USD 5 billion), there is a need to chalk out effective strategy in

consultation all stake holders including manufacturers, exporters, retailers and also the Government. Considering this, CLE organised the 3rd edition of Executive Forum on Global Perspectives on Indian Footwear & Leather Accessories/ Garments at Hotel ITC Grand Chola, Chennai on February 1, 2023.

Shri Aqeel Ahmed Panaruna, Convenor of the Executive Forum moderated the proceedings. The Forum was attended by Shri Sanjay Leekha, Chairman, CLE; Shri Rajendra Kumar Jalan, Vice – Chairman, CLE; All Regional Chairmen, COA members, Government officials and more than 100 industry stakeholders.

The following Panelists spoke at the Forum.

- Shri Mukhtarul Amin, Chairman and Managing Director, Superhouse Group
- Shri Puran Dawar, Managing Director, Dawar Group
- Shri K.R. Vijayan, Managing Director, Goodleather Group
- Shri V. Noushad, Managing Director, Walkaroo International Pvt. Ltd.,
- Shri Rafiq Ahmed, Vice - Chairman and Managing Director, Kothari Industrial Corporation Limited
- Shri O.K. Kaul, CEO, Prara Leathers Pvt. Ltd.,
- Shri Vikas Gupta, Managing Director, Ranvik Exports
- Shri Rajiv Bhatia, Managing Director, D2 International Pvt. Ltd.,
- Shri Sudhir Rustagi, Managing Director, Ess Aar Universal (P) Ltd.

### Introductory Remarks of Shri P.R. Aqeel Ahmed, Convenor, Executive Forum

Shri Aqeel Ahmed Panaruna, Convenor, Executive Forum welcomed all participants. He stated that many concurrent events are held during IILF in Chennai and hence it is popularly called Leather Week. Since the past many years, the dates of Leather Week has remained the same i.e. from January 31 – February 3. The Executive Forum is also held part of the Leather Week 2023.

Shri Ahmed stated that our country is a new India under the leadership of our Hon'ble Prime Minister Shri Narendra Modi ji, with a great and booming economy. Hon'ble Union Commerce and Industry Minister Shri Piyush Goyal ji is undertaking all efforts to significantly boost exports.

Explaining about the profile of Council for Leather Exports (CLE), Shri Ahmed stated that CLE has more than 2800 members, 98% of whom are in MSME. CLE members had export value of Rs.33,145.13 crore during 2021-22, thereby contributing a share of 91.24% in total exports of leather and footwear industry.

Shri Ahmed stated that we have gathered here to listen to the great minds.

Shri Sanjay Leekha, Chairman, CLE stated that he is looking forward to hear the comments of the experts in the Forum. Stating that the exports are showing positive trend now and there are tremendous opportunities for growth, Shri Leekha stated that we need to put in our best efforts to double exports in the next five years.

Shri Rajendra Kumar Jalan, Vice - Chairman, CLE stated that the coming years belong to India and if we get the context right, the world will belong to us. Stating that today's discussion is apt and correct in



Shri Aqeel Ahmed Panaruna, Convenor, Executive Forum



Shri Sanjay Leekha, Chairman, CLE



Shri Rajendra Kumar Jalan, Vice - Chairman, CLE

today's perspective, Shri Jalan stated that the key mantra for growth is scaling-up and sustainability.

Thereafter, Shri Aqeel Ahmed Panaruna, Convenor presented the questions to the Panelists. Initially, he presented the following general question to all panelists.

**Question :** Pandemic and the Russia – Ukraine war has resulted in stagnation, volatility, currency depreciation and emerging risks. How are you coping with this ?

**Shri Rajib Bhatia :** Today's challenge is high inflation. We had coped-up by finding ways to be more productive and cost effective.

**Shri Sudhir Rustagi :** We are managing the situation

**Shri K.R. Vijayan :** The stability is not yet achieved

**Shri O.K.Kaul :** We are in constant touch with our customers and are working according to Customer's needs.

**Shri Puran Dawar :** We are managing the situation through effective financial management.

**Shri Mukhtarul Amin :** We are aggressively exploring the new markets and are cutting the cost of production

**Shri V. Noushad :** Before COVID, we produced 600 designs for fashion oriented footwear but now the demand for basic footwear has increased, forcing us to change our business plans as per market demand. Hence, producers need to work on all three segments of the market namely basic, fashion and premium, so that we can be able to meet market requirements.

**Shri Rafiq Ahmed :** COVID has taught us a good lesson, to be more aggressive. The next 10 years definitely belong to India.

**Shri Vikas Gupta :** We kept our workforce going even during COVID. The furniture business was good during the Pandemic period.

Thereafter, Shri Aqeel Ahmed Panaruna, Convenor, Executive



Shri Aqeel Ahmed Panaruna moderating the proceedings



A view of participants

Forum presented specific questions to each of the Panelists, which are detailed below.

#### Questions to Shri Puran Dawar, Managing Director, Dawar Group



**Question :** Agra has been making footwear before other clusters. As you satisfied with the performance ? What about future growth ? Are you satisfied with the marketing grant provided under Market Access Initiative Scheme (MAIS) ?

**Answer :** Agra is a traditional cluster. The USP of the cluster is craftsmanship. Wherever industry has developed, the workforce has gone from Agra. Now, the technology has developed and we need to adopt lean manufacturing techniques. Workers have to be trained on these new technologies. The industry has not been able to grow to the level of its potential on account of the restrictions imposed on Taj Trapezium Zone. However, Agra can be developed to its full potential in future. We expect doubling of our production every three years, in future.

MAIS is a big incentive, especially to small players. This has helped in the large scale participation of Agra companies in overseas events, particularly the Expo Riva Schuh event in Garda, Italy where more than 60 companies from Agra participate.

**Question :** Should India adopt Italian / Brazil or China/Vietnam model on production?

**Answer :** We want to be the global factory. Hence, China/Vietnam model is more appropriate, but Italian model is good for niche products.

**Question :** Your company is profit making company. What is the mantra for success ?

**Answer :** Credibility, fiscal management, retaining the workforce and working out minute details on production, not repeating the mistakes and payment to suppliers on time are the factors behind our success.

**Questions to Shri V. Noushad, Managing Director, Walkaroo International Pvt. Ltd.**



**Question ;** Why do you think there is more potential for non leather footwear ?

**Answer :** While I was studying in IIT during 1996, I visited India International Leather Fair. Then it was a small fair but now it is big, thereby showing the growth of the leather industry. But, in our industry, the major growth is in the non leather footwear segment. First, China and then Vietnam took advantage of this huge market potential for non leather footwear. Hence, we need to promote all segments. Dr. M. Rafeeqe Ahmed has closely worked with the non leather footwear industry and united the industry, but still the industry is unorganised. In the Indian footwear market, leather shoes have a share of about 10% to 12%, sports shoes - 20%, PU footwear – 30% and Hawaii chappals – 20%. All these segments have to work together and our sector has to be seen as a one sector, i.e. Footwear & Allied Industries.

Leather Shoes exporters should look at venturing in to non leather footwear. We can definitely compete on the price segment.



A view of the participants

**Question :** As per Technopark analysis, athletic footwear will grow from Rs.9000 crore in 2021 to Rs.22,000 crore in 2025. How will it grow by 110% in 3 years. Do you have the capacity or strategy to achieve this ?

**Answer :** India has the capacity to produce more Sports Shoes. The industry is going in for huge capacity expansion. One fine example is the import of 300 Conveyor lines in Delhi itself. However, we need to support the industry in design, mould making and components to achieve the desired growth levels.

**Question :** Now, majority of the non leather footwear production is based in Haryana. Don't you think that we need to expand in other States ?

**Answer :** By announcing the Tamil Nadu Footwear & Leather Products Policy, Tamil Nadu has shown a very aggressive approach for growth. Wherever there is incentive, the industry will move to such states. My own company Walkaroo has units in 7 states and is looking forward to set-up units in 3 more States.

**Question :** Would you recommend Anti – Dumping duty for import of footwear. ?

**Answer :** Such measure should be considered for footwear with price below USD 10 per pair, in order to deal with the problem of under invoicing and under declaration of quantity. Such a measure will help the domestic industry, particularly the MSME.

**Question :** Is your industry ready for expansion ?

**Answer :** We started from Hawaii Chappals. However, for producing innovative products, we need a Footwear Research Institute. Now, only 60% of the capacities are being used. Hence, in order to expand, we need support in design, mould making etc.,

### Questions to Shri Mukhtarul Amin, CMD, Superhouse Group



**Question :** In the last 20 years, which has changed in the industry. What is your prediction for next five years.

**Answer :** If we look at our past export performance, we have not achieved what we should have achieved. Our exports have remained stagnant and our CAGR of exports in the last 10 years is almost zero. Even in footwear segment, we have not achieved significant growth. As far as growth plans are concerned, we need to work out our own India model of production. We need to have a sector-wise and market-wise strategy to achieve our envisaged targets. The present issues are sudden change in Government policies with regard to export/ import duties, non-availability of right components. Now, many buyers, particularly from USA are looking at India. We need to invite the American buyers and hold an exclusive Buyer Seller Meet with them.

**Question :** How is that Vietnam has succeeded in achieving very high export growth? What should India do to achieve such growth ?

**Answer :** We should have the factory set-up, labour laws, land and raw material availability like Vietnam.

**Question :** Government has in the last 10 years announced setting-up of Mega clusters but they have not come-up. Do you think that Mega Clusters will happen or should we go to SEZ ?

**Answer :** Clusters cannot be developed by the industry but the Government alone can do it. For our industry SEZ is not a solution, particularly when we are not import intensive.



**Questions to Shri Sudhir Rustagi, Managing Director, Ess Aar Universal (P) Ltd.**

**Question :** The Components industry is the backbone of the footwear sector. How have you equipped yourselves to meet the demand of the footwear industry. Are you looking at JVs ?

**Answer :** We need to improve our marketing efforts. There is a requirement of plug-and-play model of factories to attract JVs.

**Question:** Export of components is not growing. Do you think you are able to meet demands of the brands

**Answer :** If you look at per pair basis, yes, we are able to meet the demands. However, we need to scale-up so as to meet the volume demands.

**Question :** A higher incentive is being considered for components under the proposed PLI programme for footwear and leather sector. What's your call ?

**Answer :** The sales turnover criteria is an issue in PLI

**Question :** Do you have difficulty in manufacturing because of the issues of supply chain ?

**Answer :** Lack of skills and design capabilities is an issue. The cost of design is high. The industry needs support in development of moulds.

**Question :** What is your representation to CLE ?

**Answer :** Components should be part of all CLE events.

To this, Chairman, CLE responded by stating that some product specific



fairs may not be relevant to the component industry and hence we can discuss this and take it forward.

**Questions to Shri Rajiv Bhatia, Managing Director, D2 International Pvt. Ltd.**



**Question :** You have grown extremely well despite the Pandemic. What is the success story ?

**Answer :** India has the opportunities for all finished goods . Indian retail market is also growing and being extended in Tier II and Tier III cities and becoming more organised. In the long term, we have very good growth potential, but we have to develop the metal components industry in the country.

**Question :** India is a major exporter of art jewellery. We need to tap this base to source metal components in India. What is the interesting trend for 2023 ?

**Answer :** Shearling bags, handbags with locks/ metal chains are popular and have very good potential. As far as domestic suppliers of metal accessories is concerned, there are only 5% of reliable suppliers of metal components when compared to the turnover of the industry.

**Questions to Shri O.K.Kaul,  
CEO, Para Leathers Pvt. Ltd.,**

**Question :** What is the key to your success story? Please share your views on the export performance of leathers ? Do you think that the decline in leather export performance is due to the closure of few European and US shoe/shoe upper manufacturers ?

**Answer :** As a company, we have been customer and market focussed and ensure that we meet Customers needs in terms of quality and as per market trends. We opened offices in China to understand Customer needs and have a Service Centre in Vietnam as well, to deliver samples on time. This is the key to our success story.

To some part, the decline in leather exports can be attributed to the closure of few European and US shoe/shoe upper manufacturers. However, the decline is due to the norms that we have today, which are not as per fashion trends. We have to have free trade as per HSN nomenclature.

**Question :** How did the finished leather exports reach USD 1.2 billion in 2014-15 , when the norms were in place ?

**Answer :** There was a big boom for goat leathers in 2014-15, which contributed to huge jump in exports. The fact is we could have done much better without norms



Shri Sanjay Leekha, Chairman, CLE responded by stating that CLE has already taken-up the requests of the industry with the Government and once these are accepted, there will be a great deal of ease of doing business .

**Questions to Shri Rafiq Ahmed,Vice - Chairman and Managing  
Director, Kothari Industrial Corporation Limited**



Shri Sanjay Leekha, Chairman, CLE



Shri Rajendra Kumar Jalan,Vice – Chairman, CLE

**Question : What inspired you to enter into footwear from other sectors ?**

**Answer :** I am a learner in footwear. We are exploring maximum possible businesses. I met Dr. Mohan who apprised about the employment potential in the footwear sector, particularly for women and this is the reason for entering. IN July 2022, I visited my Taiwanese Partner's factory in Indonesia and was inspired by their style of functioning. The Tamil Nadu Footwear & Leather Products Policy was also a major help and we thank the Hon'ble Chief Minister of Tamil Nadu for the policy. We signed an MOU for establishing production facility in August 2022, identified land in September 2022, bought land in October 2022, and planning construction in March 2023 and commencement of sales by the end of this year. There is a huge demand for components in India. We are developing a components cluster in Perambalur in Tamil Nadu and 12 component companies have already signed MOU for establishing their units.

**Question : There is a cost disability factor in India. If Production Linked Incentive Scheme does not cover your cost disability fully, how will you manage ?**

**Answer :** The Government of Tamil Nadu is providing subsidized price for land and this is only 50% of the cost of land in Indonesia. This is a factor in attracting investments.

**Questions to Dr. N. Mohan, Convenor,  
Non Leather Footwear Panel, CLE**



**Question : Do you think that retailers can change the mindset of the Consumer, particularly in the athletic footwear segment ?**

**Answer :** After COVID, lifestyle has completely changed and the trend now is for Athleisure footwear, which are not necessarily sports shoes, but comfort shoes. Vietnam is the No. 1 sports footwear in the world and Vietnam was able to achieve this feat by enhancing its capacities. The aspirational youngsters in "Emerging Urban Centres" in India want comfort footwear. In a survey undertaken by a brand, it was evident that 60% of their sales was in "Emerging Urban Centres" or in other words Tier II and III cities. The population in these cities want to wear relevant fashions. We need to change our mindset to meet the demands of the market. The current share of sports footwear in the domestic market is 20% but this will grow by CAGR 12% 13%. There is great demand for athleisure footwear because of its comfort and 90% of sports footwear are not designed for Sports.

**Question : What would you recommend to reduce imports of footwear ?**

**Answer :** People are importing because the factories of many brands are not established in India. Hence, some amount of imports should be there to ensure competition. We can organise a conference of global footwear manufacturers and discuss interventions required to establish their production units in India. I years ack, Kerala had only 1% of PU footwear share, but today the share is more than 55%. This shows that there are people in India who can handle scales of production



**Questions to Shri K.R.Vijayan,  
Managing Director, Good  
Leather Group.**

**Question : What is the biggest challenge for the industry ?**

**Answer :** Today, we are not investing in manpower skills. Quality, Quantity, Delivery and Price are the major factors which decide our growth. Lack of components is a challenge.

**Questions to Shri Vikas Gupta,  
Managing Director, Ranvik  
Exports**

**Question : Please advice on your success story ?**

**Answer :** Its all in your passion. You should be super proud on what you are doing. We need to work hard and be ambitious. Above all, we need to have the patience, as there is no short-cut to success. Our goal is to provide employment. India needs employment. We need to get more youngsters in this business.

**Question : Leather and Non Leather Accessories are not popular in India. What is the reason ?**

**Answer :** We have not marketed ourselves well. It's the India model that we have to adopt. India has a huge young population. We have to build our own story. We need to promote leather and the Indian craftsmanship.

**Question : You are involved in ASSOCHAM also. Work on Mega Clusters is not picking-up. What's the reason ?**

**Answer :** We need the big investors and also handholding of components suppliers to make Mega Clusters a success.

**Question on Leather Garments**

Shri Aqeel Ahmed Panaruna presented a General question to Leather Garment exporters on why the Leather Garment exports have not grown.



Shri Motilal Sethi, Regional Chairman (north), CLE

Shri A.G. Naser Ahmed responded by stating that in the 1990s, we were making niche Garments, but since then the production has moved to China. After the Pandemic, everybody is looking at price and hence growth has not come. However, the things are changing now.

Shri Motilal Sethi, Regional Chairman (North), CLE stated that there are more alternates to leather now, but still there is scope for Leather Garments and lot of business is coming from China. We need to develop new and competitive products. Skill and Speed is the answer for growth. Leather Garments should be seen as a Fashion Industry.

#### **Views of Dr. M. Rafeeqe Ahmed, Former Chairman, CLE**

Dr. M. Rafeeqe Ahmed, Former Chairman, CLE emphasised the need for focussing on the product rather than its raw material. He stated that we need to diversify taking into account the demand of the market. As far as imports are concerned, we need to allow imports but also look into under-invoicing.

#### **Views of Shri Sanjay Leekha, Chairman, CLE**

Shri Sanjay Leekha, Chairman, CLE stated that the views expressed in this meeting are very well taken. CLE is already working on some of these points. He also stated that he agrees with the opinion expressed by Dr. M. Rafeeqe Ahmed that we need to focus on the products and not the material which it is made of.



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**Views of Shri Ramesh Juneja, Regional Chairman (East), CLE**

Shri Ramesh Juneja, Regional Chairman (East), CLE emphasised the need for concerted efforts for the sustainable growth of the leather and footwear industry. 7



**Views of Shri R. Selvam, Executive Director, CLE**

As far as leather and footwear industry’s growth is concerned, it’s now or never. We need to diversify and scale-up. The turnover target of USD 47 billion by 2030 is achievable. We need to unleash our potential to achieve this.



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## *Additional Secretary, DPIIT, Government of India presents copy of CSIR-CLRI publications*

On 13th February 2023 at the Vanijya Bhawan, New Delhi; Mr. Rajeev Singh Thakur, IAS, Additional Secretary (AS), Department for Promotion of Industry and Internal Trade (DPIIT), Government of India presented a copy of the 'Chronicles of the CLRI Design and Fashion Studio' in the last three decades to Mr. Arun Kumar Sinha, IAS, Managing Director (MD), FDDI in the august presence of Mr. Ramesh Kumar Dua, Managing Director (MD), Relaxo Footwear; Mr. Raman Sood, Director, DPIIT, Mr. Suman Kumar, Under Secretary, DPIIT and Mr. Md Sadiq, CSIR-CLRI Design and Fashion Studio.



To strengthen and to support the Indian Leather Industry in the area of fashion and design of footwear, the Design & Fashion Studio is set-up into an independent unit of Council of Scientific and Industrial Research–Central Leather Research Institute (CSIR–CLRI).



On this occasion, Mr. Ramesh Kumar Dua, Managing Director, Relaxo Footwear was also presented with a copy of the '**MODEUROP and FASHION TREND POOL Colour Cards for the Spring Summer 24 Season**' of CSIR-CLRI Design and Fashion Studio by the Additional Secretary, DPIIT. **The Indian Leather and Leather Products Industry will benefit immensely from the 'advance information' on the changing fashion trends.**

## Upgradation Projects of CETPs in Tannery Sector under IFLADP 2017-2021 – Weekly Status reviews by CLE & CSIR-CLRI

The Upgradation projects of 10 CETPs in Tamil Nadu have been approved by Department for Promotion of Industry & Internal Trade (DPIIT), Government of India at a combined total project cost of Rs.406.07 Crores with 70% GOI grant of Rs.284.25 Crores. Presently, the 9 CETP Projects are under implementation and these are under advanced stages of completion.

The CLE & CSIR-CLRI are jointly conducting the review meeting with Common Effluent Treatment Plants (CETPs) and SPVs every Wednesday to review the current status of the CETP upgradation projects.

Accordingly, the 1st Review Meeting was held virtually on 06.10.2022 and from there onwards, so far 18 Review Meetings were held till 08.02.2023. Shri A. Fayaz Ahmad, Deputy Director, CLE and Dr. S.V Srinivasan, Senior Principal Scientist, CLRI are participating and reviewing the current status of CETP Projects, with reference to the commitments given by the CETPs /SPVs for project completion, physical completion of the project components on the field, installation and commissioning of all the project components, status of getting the Consent to operate (CTO) for the upgraded capacity created under this project from TNPCB, status of grant for 1st & 2nd Part of 50% of the 4th final installment of GOI Grant and furnishing of the project completion report for each of the components etc. The SPVs - Chennai Environmental Management Company of Tanners (CEMCOT) and Ambur Economic Development

Limited (AEDOL) and Technical Agency-Indian Leather Industry Foundation (ILIFO) and all the CETPs are participating in the weekly review meetings.

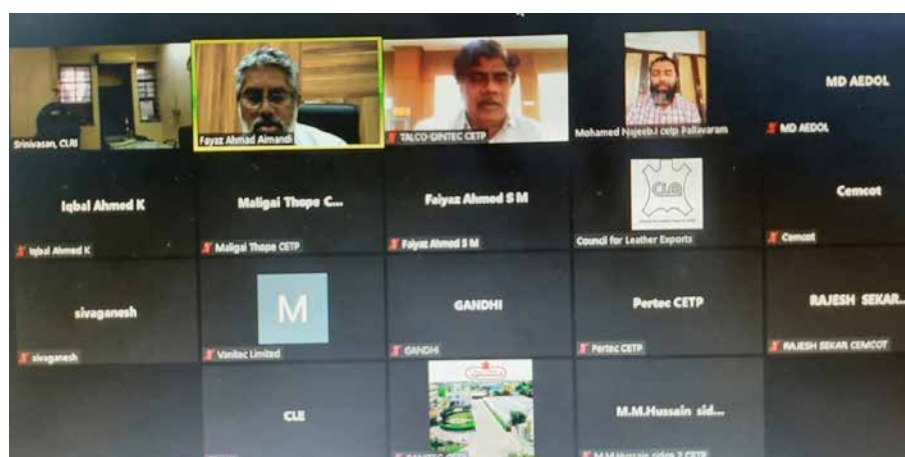
The CLE will continue to conduct these weekly review meetings till the completion of the ongoing projects and completion of final formalities by the CETPs with CSIR-CLRI and DPIIT.

### Review Meeting on IFLADP 2017-2021 by CLE & CSIR-CLRI held on 20.12.2022

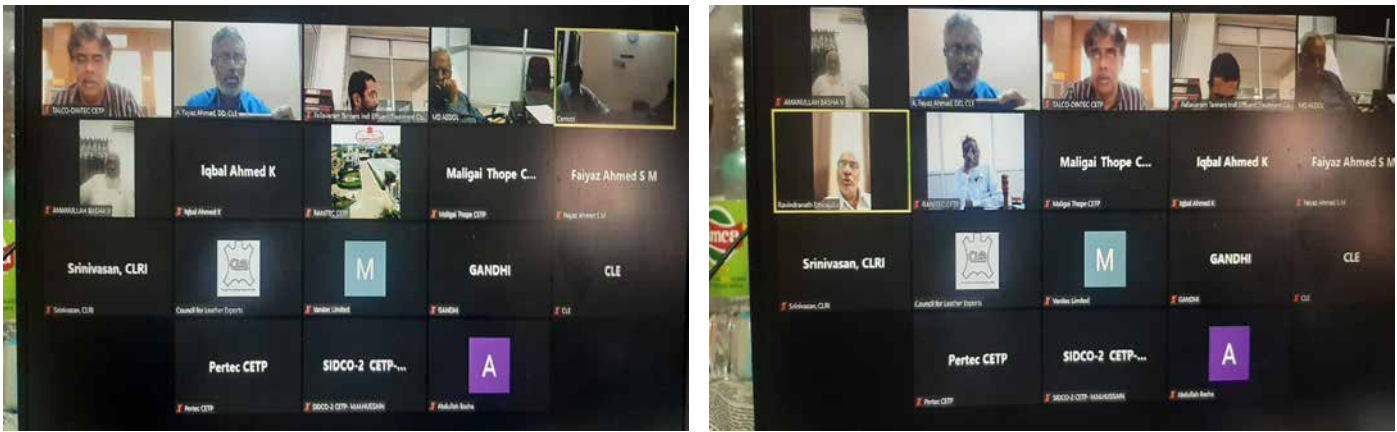


Shri A. Fayaz Ahmad, Deputy Director, CLE and Dr. S.V Srinivasan, Senior Principal Scientist, CSIR-CLRI participating in the Weekly Review Meeting on upgradation projects of CETPs under IFLADP 2017-2021

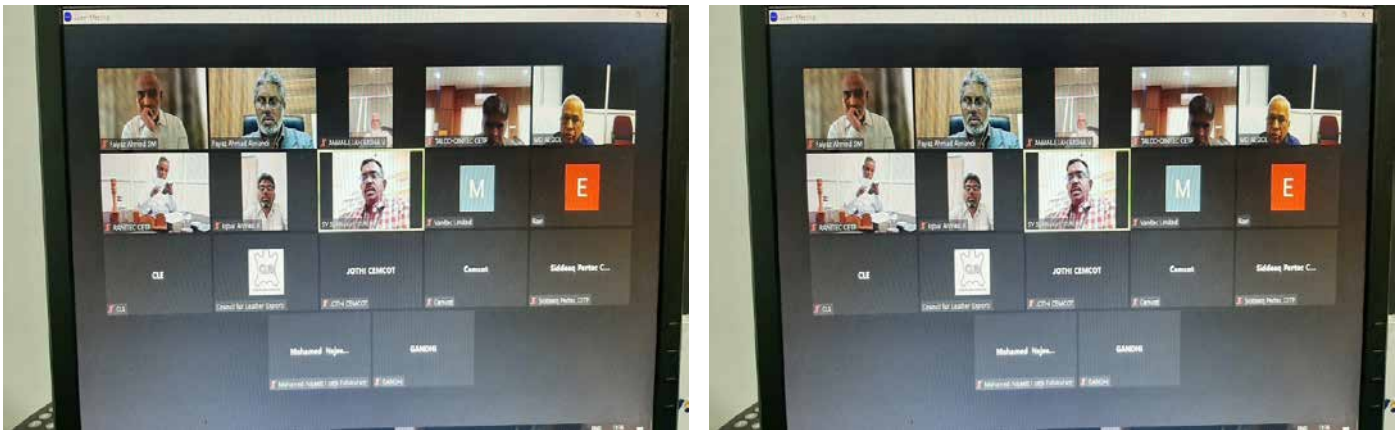
### Review Meeting on IFLADP 2017-2021 by CLE & CSIR-CLRI held on 04.01.2023



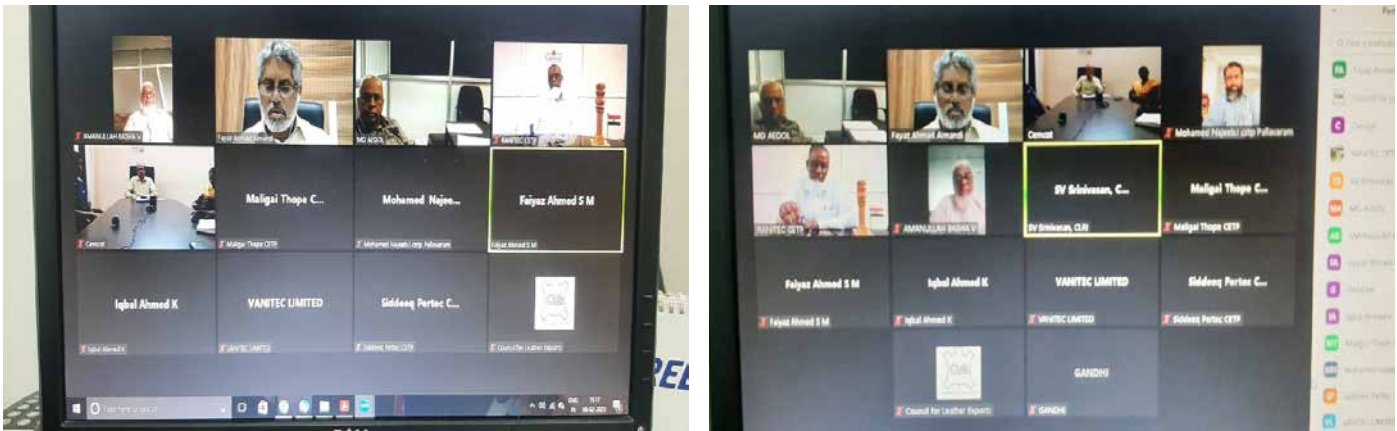
Review Meeting on IFLADP 2017-2021 by CLE & CSIR-CLRI held on 29.12.2022



Review Meeting on IFLADP 2017-2021 by CLE & CSIR-CLRI held on 25.01.2023



Review Meeting on IFLADP 2017-2021 by CLE & CSIR-CLRI held on 08.02.2023





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## *Report of Interactive Meeting & Presentation on DILEX 2023 held on 24th January, 2023 at Hotel Holiday Inn in Agra*



(From L-R) Shri Motilal Sethi, Northern Regional Chairman, CLE, Shri Puran Dawar, Former Northern Regional Chairman, CLE, Shri Sanjay Leekha, Chairman, CLE, of Shri Subash Kapoor, Convener RBSM & Shri Gopal Gupta, Leather Footwear Panel Convener, CLE

As part of the Annual Action Plan under the Market Access Initiative Scheme (MAIS) 2022-23 approved by Department of Commerce, Government of India, Council for Leather Exports (CLE), is organizing DELHI INTERNATIONAL LEATHER EXPO (DILEX -2023) on March 21-22, 2023 at Leela Ambience Hotel, Gurgaon. This Event will show-case Indian Leather Products - Footwear, Leather Garments and Leather Goods and accessories.

Thus, with a view to discuss the marketing strategies of CLE and update about the forthcoming DILEX 2023 (RBSM) which is scheduled to

be held on 21-22 March, 2023 in Gurgaon at Leela Ambience Hotel, Council for Leather Export (CLE) organized an Interactive Meeting & Presentation on DILEX 2023 on 24th January, 2023 at Holiday Inn in Agra.

This interactive session was chaired by Shri Sanjay Leekha, Chairman CLE in the presence of Shri Subash Kapoor, Convener RBSM, Shri Motilal Sethi, Northern Regional Chairman, Shri Puran Dawar, Former Northern Regional Chairman, CLE and Shri Gopal Gupta Leather Footwear Panel Convener, CLE.

Shri Sanjay Leekha, Chairman, CLE initiating the meeting, apprised to the august members that, Industry in the current year (Apr – Dec, 2022), has covered 4.25 USD Bn. Therefore, looking at the pattern of growth, Industry is anticipated to achieve the target of USD 5.68 Bn. by end of this financial year.

During his speech, he highlighted the latest developments in the Leather & Footwear sector in close coordination with the Government of India wherein he conveyed that we have proposed to the government to implement Finished Leather Norm soon; this will bring simplification to the export of finished leather as this will remove bottlenecks on shipment like drawing of leather

samples for testing etc.

He also informed that new SIONS will get notified which will cover Finished Leather & Crust as an item of import in the Advanced Authorisation. Hence, it will open up route to everyone to export and import under Advanced Authorisation Scheme.

He also said that issue pertaining to discrepant rates of RoDTEP for Footwear has been sorted out where all the items of RoDTEP rates has been standardised to 1.3% per pair.

During his discussion he said that, CLE has been making representation to Government on Production Linked Incentive, which is yet not applicable for Leather & Footwear Industry, however, we are hopeful that something will come out very soon.

During the discussion, he also talked about Interest Subvention Scheme, where he said that we have also pursued to the Government to reinstate the old rate of 5% for MSME Industry and he is sure, it will be implemented very soon.

He also stated that Drawback rates have not been revised, even after Duty was imposed on finished leather, however as of now Drawback Committee has been formed, therefore keeping in the line, he requested Exporters- members to provide the data, so that this can be pursued to the Government and get it notified.

Subsequent to the address of Chairman, CLE, there was an interactive session.

During the interactive session, Shri Pradip Wasan, Member, CLE raised his query that, finished leather & crust should not be allowed to export consequently, we will not be left with any raw material for our industry.



Shri Pradip Wasan, Member, CLE & Shri Anil Kumar Sondhi, CoA, CLE during interactive session

**Shri Sanjay Leekha, Chairman, CLE** in his reply conveyed that by making this changes into Finished Leather Norms, the biggest achievement we are going to accomplish is the simplification of the process, there is no more drawing of the samples, which has over the years have been detrimental. Keeping in the line, we are also pursuing to the Government to make import of Finished leather & crust Duty Free.

**Shri Anil Kumar Sondhi, CoA, CLE** also deliberated that, we need our tanneries to flourish, by making changes in Finished Leather Norms; it will motivate tanneries to develop new leather, not only for Overseas market but also for Indian market.

During the discussion, **Shri Motilal Sethi, Northern Regional Chairman, CLE** informed to the august gathering about MOOWR Scheme wherein he said that this scheme has been launched by Government of India and it has not been propagated much. However, we are in the process of collecting all necessary information enabling us to utilize the maximum benefits out of it.



Shri Motilal Sethi, NRC, CLE informing about MOOWR Scheme to the august gathering

Further he added that MOOWR provides benefits with extended operational flexibility without burdening the manufacturers with time consuming compliances and procedural requirements. These regulations are a major step for India to become a global manufacturing hub as it is attracting huge foreign investments and boosting exports. The MOOWR unit need not to take any authorization for import of capital goods or raw material as required to carry-out the manufacturing activities. There is no export obligation or obligation to achieve net foreign exchange earnings as required in other schemes under Foreign Trade Policy or SEZ/FTWZ. The MOOWR unit can procure goods from the Custom Bonded Warehouses including SEZ without payment of duty. MOOWR unit can send the goods for Job Work / Subcontract Manufacturing as well. New entrants from across the world are planning to set-up their manufacturing units in India, which will pave way to achieve the goal of 'Atma Nirbhar Bharat'.

**Shri R. Sehgal, Northern Regional Committee member, CLE** enquired about how this scheme will work, if any Exporter is importing 1000 Sqft of Leather and there are also wastages in it then how are we going to justify to the Government regarding the wastages incurred during production of footwear for Exports.

**Shri Motilal Sethi, NRC CLE** replied that, there are wastages in Leather as it is a natural product, however, like any other schemes i.e. IGCR, there is also a system of Self Declaration.

**Shri Sanjay Leekha, Chairman, CLE** also replied that, we have been making representation to the Government to consider wastages like wastages of leather during process of converting Wet Blue to



Shri R. Sehgal, Northern Regional Committee member, CLE during interactive Session

Crust, then Finished Leather to Shoe etc. in schemes pertaining to Leather & Footwear Sector like SION and if this is being implemented in the SION scheme then he is hopeful that Government will have to consider & accept specified/ permitted level of percentage of wastage.

Further he added that, there are three schemes like Advanced Authorisation, IGCR and Moowr's Scheme and Exporters need to identify which scheme works better for them and work accordingly; however as of now, we are asking Government to make these schemes simpler.

**Shri Subash Kapoor, Convener-RBSM** informed that with the help of Department of Commerce, Government of India Council for Leather Exports is proud to hold the 4th edition of DILEX RBSM in March 2023 at Leela Ambience Hotel, Gurgaon. He conveyed that the objective of RBSM is to generate more business by showcasing our strength in terms of manufacturing, providing quality goods with latest design and trends which can help them to serve consumers in their country satisfactorily. India has been progressing in terms of ease of doing business which is now helping exporters to reach market in promised time frame and serve customers in better way than what



Shri Subash Kapoor, Convener RBSM urged export-members to participate in the upcoming – DILEX 2023

it used to be.

This sector is known for its consistency in high export earnings and is among the top ten foreign exchange earners for the Country. He further added that India is the one of the major suppliers of leather and footwear products in the world. India is the 2nd Largest Producer of Footwear and Leather Garments and also the 5th Largest exporter of Leather Goods and Accessories. He conveyed that RBSM event will focus on exhibiting latest designs, trends collection of the leather and footwear industry. It will focus on capacity modernization, environmental management, product design & development.

He also briefed about the major features of DILEX 2023 and conveyed that the overseas buyers are interested to visit the event will be given complimentary hospitality package i.e. hotel stay and reimbursement of air fare.

Lastly, he requested all member-exporters to participate in DILEX 2023 to make it grand success.

**Shri Puran Dawar, COA Member CLE & President AFMEC** said that marketing is the key point for an entrepreneur. RBSM-DILEX is a great platform where exporter-participants can meet international buyers / buying agents without going abroad. He also urged member-exporters to confirm their participation in the DILEX, 2023.

**Shri Gopal Gupta, Leather Footwear Convener CLE & Vice President AFMEC** also requested member-exporters to participate in the upcoming DILEX 2023.

**Shri Motilal Sethi, Northern Regional Chairman, CLE** in his vote of thanks thanked Sanjay Leekha, Chairman, CLE, Shri Puran Dawar, Northern Regional Committee



Shri Puran Dawar, COA Member CLE & President AFMEC during Interactive Session



Shri Gopal Gupta, Leather Footwear Convener CLE & Vice President AFMEC also requested member-exporters to participate in the upcoming DILEX 2023.

member & President AFMEC, Shri Subash Kapoor, Convener – RBSM, Shri Gopal Gupta, Shri Gopal Gupta, Leather Footwear Convener CLE & Vice President AFMEC and all Exporter members and the august gathering.

Northern Regional Chairman, CLE briefed about ease of doing business initiative of Government of India and various milestones achieved in that direction. He conveyed that the leather industry is serving almost all global brands including Prada, Buggati, Armani, Coach etc. following international quality standards and compliances.



Shri Motilal Sethi, Northern Regional Chairman, CLE delivering vote of thanks & talking about various schemes of the Government and its optimal utilisation to augment exports

Besides having huge export potential, India is a huge and rapidly growing market for footwear and leather products as well. India should be seen not only as a major supplier of value added leather and footwear products but also as a major partner in Joint Ventures and Technical Collaborations in Greenfield and Brownfield investments.

There are huge opportunities in this sector and lots of enquiries are coming from different parts of the world to invest and that may eventually surpass huge investment in the year 2023 especially in accessories and machinery sector.

He also informed that Government of India is signing FTAs with different partner countries to ease and

increase the flow of goods and services and investments.

He also apprised to the members that the Board of Yamuna Expressway Industrial Development Authority (YEIDA) has approved the allocation of 100 acres of Industrial Park near New Airport at Yamuna Express, Noida to leather and footwear industry to set up the state-of-the-art factory along with a package of incentives and tax concessions.

He also gave insight of international scenario that there's Anti-China sentiment on account of pandemic and India is being looked as a potential destination for export and manufacturing hub and investment in supply chain, therefore, looking at this opportune time, Indian Government has come – up with Industry friendly policies to strengthen value chains as an Industrial policy instrument. Therefore, Industry needs to take optimal utilization of schemes offered by the Government and take full advantage in participating in upcoming DILEX.

Concluding the meeting, he conveyed that DILEX 2023, 4th edition of RBSM is an effort in the direction to contribute in the trade growth of country and also fulfil our commitment of the export target set up by our Hon'ble Prime Minister for the sector and Department of Commerce. He requested member-exporters to participate in the upcoming 4th edition of DILEX 2023.



A view of the august gathering



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## *CLE organizes Industry Outreach Events / Webinars on IDLS Sub-Scheme under IFLDP every Wednesday at 11.30 am, via virtual mode*

Integrated Development of Leather Sector (IDLS) Scheme is one of the sub-schemes of “Indian Footwear & Leather Development Programme (IFLDP) 2021-26”. The scheme proposes to incentivize investment and manufacturing by providing backend investment grant/subsidy for modernization, capacity expansion, technology upgradation in existing units and also for setting up of new units. All existing units in the Footwear and Leather industry having cash profits for 2 years, undertaking modernization or capacity expansion or technology upgradation on or after 01.01.2020 are eligible for assistance. Assistance would be provided @ 30% of cost of Plant and machinery to MSME units and 20% to other units, subject to a ceiling of Rs.15 crores per unit across all product segments. For those units located in North-Eastern areas, assistance would be provided @ 40% of cost of plant & machinery to MSME units and 30% to other units, subject to a ceiling of Rs.15 crores per unit across all product segments. Additional 5% financial assistance would be provided for the domestically manufactured plant and machinery. The applications seeking grant has to be filed in the online

portal National Single Window System (NSWS).

In order to provide guidance on the scheme guidelines of IDLS Scheme, procedures, documents required to be uploaded etc and to give briefing on the application submission process in the online portal National Single Window System, the Council for Leather Exports (CLE) is organizing Open House Meeting / Webinar for IFLDP, every Wednesday @ 11.30am via virtual mode. The 1st Webinar was held on 01.06.2022 and from then onwards, every Wednesday, this event is held at 11.30am virtually, and so far, 37 webinars were held till 08.02.2023. These Webinars are participated by CLE and Project Implementation Units (PIUs) Footwear Design & Development Institute (FDDI) & CSIR-Central Leather Research Institute (CLRI). Several Industry Associations viz., Confederation of Indian Footwear Industries (CIFI), Indian Shoe Federation (ISF), Indian Footwear & Leather Manufacturers Exporters Association (IFLMEA), Indian Footwear Components Manufacturers Association (IFCOMA) are extending their support to the CLE awareness campaign by sending the CLE circulars every week to their members requesting them to attend, and besides officials of these Associations also participates in these Industry Outreach events.

A total of 270 manufacturing units have so far attended the Weekly outreach event / webinars organized from June 2022 (from 01.06.2022) to February 2023 (till 08.02.2023) (Total 37 Webinars). In addition, there were several repeat participants (122 units) who attended the subsequent several editions of the weekly webinars to get more information and / or to get queries clarified by the PIUs FDDI & CSIR-CLRI and CLE.

The CLE Open House Meetings were conducted by Shri A. Fayaz Ahmad, Deputy Director, CLE, and joined by officials from PIUs namely, Shri Aritra Das, Senior Consultant, FDDI and Dr K Srinivasan, Principal Scientist, CSIR-CLRI. In these webinars, the scheme guidelines, procedures, application submission process in the NSWS online portal and documents to be uploaded in the application etc are being explained. The queries of the industry representatives are addressed in these Webinars.

### **CLE Webinar on IDLS Sub-Scheme under IFLDP, 21.12.2022**



Shri A. Fayaz Ahmad, Deputy Director, CLE interacting with the participants.



Shri A. Fayaz Ahmad, Deputy Director, CLE, Shri Aritra Das, Senior Consultant, FDDI & Dr.K. Srinivasan, Principal Scientist, PIU-CLRI participated in the CLE Webinar

## CLEWebinar on IDLS Sub-Scheme under IFLDP, 28.12.2022



Shri A. Fayaz Ahmad, Deputy Director, CLE & Dr.K. Srinivasan, Principal Scientist, PIU-CLRI participated in the CLE Webinar and interacting with the participants.

## IN BRIEF

## *LINEAPELLE 101 (21/23 February 2023 - FIERA MILANO RHO) Concludes with Strong Growth Numbers, Consolidating its Global Leadership and Opening Horizons of Trust for the Leather Supply Chain*

It was supposed to be the edition of the complete return to the pre-pandemic dimension and, as its slogan stated, aimed at 'making tomorrow bloom'. So, it was.

LINEAPELLE 101, dedicated to the 2024 summer season and held from 21 to 23 February 2023 at Fieramilano Rho, closed under the banner of great energy and a series of stylistic and business stimuli, which were confirmed by the high turnout of buyers and the quality of the networking work carried out at the fair. A very positive result confirmed by the strongly growing numbers, which consolidate its role as the only global reference exhibition for the fashion, luxury and design industry.

The 1,161 exhibitors present at the fair from 42 countries (61.7% Italian, 38.3% foreign) welcomed over 24,000 buyers and insiders to their stands: 55% more than the previous

edition dedicated to summer collections (February 2022), 6% more than the winter edition (September 2022). Confirming that LINEAPELLE 101 was an edition with a return to pre-pandemic internationality, 41% of visitors arrived from abroad, with a particular brilliance on the part of visitors coming, as regards Europe, from Germany, Spain, France, Portugal, the United Kingdom and the Netherlands; the presence of Turkish operators was solid, while from Asia interesting and reassuring were the entries from Japanese and Korean buyers, together with the initial return of Chinese.

In terms of business, LINEAPELLE 101 intercepted a complex economic phase, slowed down - after a positive 2022 - by a series of factors (from the war in Ukraine to the inflationary trend), which, according to exhibitors, could, however, start to unblock the market between the end of the first and the beginning of the second quarter of the year, thanks also to the reopening of China.

Concrete expectations, reinforced by the liveliness of a LINEAPELLE 101 that lived up to its initial call to action: Make Tomorrow Bloom. A slogan that translated into a superstimulating chromatic and stylistic kaleidoscope, which had, as well as in the samples proposed by the exhibitors, a successful declination in the organisation of the fashion shows by Mario Dice and Alessandro De Benedetti held at the fair and forming part of the LINEAPELLE DESIGNERS EDITION project, an event that from Tuesday 21st to tomorrow Friday 24th February will host, at Spazio Lineapelle in Milan, presentations and projects by stylists attentive to the enhancement of leather material in its quality, uniqueness and versatility.

# exporivaschuh

*January 14-17, 2023, Riva Del Garda, Italy*

**A report by Shri R.K. Shukla, Asstt. Director & Shri E.L. Samson, Regional Director**

Expo Riva Schuh, the leading international trade fair for footwear, and Gardabags, the business hub dedicated to leather goods and accessories, continue to support the industry's community with lots of new ideas and useful tools. This fair provides tangible opportunity for thousands of people in the industry to expand and benefit.

## **Expo Riva Schuh is :**

- An international exhibition all about the footwear sector.
- An event where companies and buyers from all over the world get together.
- An opportunity to identify international market trends and shifts.
- First Show in the Exhibition Calendar - Twice a year in January and June, the international footwear market makes a date in Riva del Garda to present the latest fashion collections A/W and S/S.
- A highly international exhibition (over 40 countries exhibiting and int. visitors from more than 100 different nationalities).
- Fair spread over the territory, with 10 different venues involved.
- Complete marketplace for footwear and leather goods with Gardabags.



### Why Expo Riva Schuh?

- Certified venue for sustainable events UNI ISO 20121
- Strategic positioning within the world trade fair calendar
- A significant degree of internationality among buyers and exhibitors
- A event that, together with Gardabags, provides a complete marketplace for footwear and leather goods.

The 98th edition of Expo Riva Schuh & Gardabags came to a successful close with 1,108 brands from 40 countries and 8,610 attendees from over 100 countries, confirming its position as a global benchmark for the footwear industry.

### Facts & Figures of the 98th Edition - January 2023

- 1108 Exhibitors from 40 countries
- 250 Italian Companies
- 200 Turkish Companies
- 85 Indian Companies

### Buyers' Countries of Origin

Expo Riva Schuh & Gardabags has a significant degree of internationality among buyers, with visitors from over 100 different countries. Official delegations of international buyers come from Northern Europe, North America, Central Asia, the Middle East, the Far East and Africa.

### Digital Connection

- A virtual networking experience that connects the interests of the Expo Riva Schuh & Gardabags community.
- Exhibitor and product catalogue to enable intelligent searches for new companies with which to establish business relationships.

- Connection with new prospects and useful contacts for your business through the use of artificial intelligence.
- The show at your fingertips, beyond space and time: relationships and visibility before, during and after the event.
- A useful tool with which to organize and plan your visit to Riva del Garda.

### Inaugural Session of the Fair:

The inaugural Session was attended by the following Office bearers / Official:

1.Mrs.T.Ajungla Jamir, Counsel General – CGI, Milan

2.Shri R. Sehgal, Coordinator Designer's Fair CLE

3.Shri R. K. Shukla Asstt. Director - CLE

4.Shri E.L. Samson, Regional Director CLE

In the inaugural Session the opening talk “ Transparency in the fashion and footwear supply chain: what's next?” presented the topics of sustainability and traceability in fashion and footwear industries are always more frequently the center of the attention of governments, companies and consumers, increasingly merging together in a logic of transparency between producer and consumer, concerning raw materials and processes used for the offered products. This requires necessarily a supply chain logic. But what should be our expectations for the near future? Which strategies are the companies planning for the next few years? Through the opinions of experts and companies in the industry, the workshop will be an opportunity to take stock of what has been done to date and what the challenges are for the next three years.

### 98th Expo Riva Schuh at a Glance

Total No. of Exhibitors	1108
No. of business Visitors	8,610
Exhibition Area	25,000 Sqm
Largest participation Countries	Italy, Turkey and India
Total no. of countries participated	40
Products displayed	Men, Ladies & Children Footwear for Autumn/Winter 2023-24
Visitors	Italian and foreign organized distributors: department stores, hypermarkets, buying groups, mail orders distributors, chain stores, large organized retail, wholesalers, importers. Small chains, and Italian and foreign retailers

### CLE Participation

As part of its regular export promotion programmes, CLE organized group participation of its members in the 98th edition of the fair. 35 footwear companies participated in the fair and exhibited their Winter for 2023 in an area of 645.75 Sqm :

## LIST OF 35 EXHIBITING COMPANIES IN CLE INDIA PAVILION

Hall B4, C -I&amp;3 and D I

Sl. No	Company Name	Place	Booth No
1	A. S. Parkash & Bros.	Mumbai	CI F19
2	AFI Tannery	Vaniyambadi	B4 A21
3	Allied International	Agra	C3 F04
4	ANAM EXPORTS	Kanpur	CI B30
5	Aster International	Agra	B4 A04
6	Bandejia Traders	Agra	C3 F05
7	Bhola Footwear Export Pvt Ltd	Kanpur	B4 B19
8	CS AHUJA OVERSEAS PVT LTD	Agra	B4 B05
9	D and D International	Agra	CI A24
10	Dave Overseas	New Delhi	CI E21
11	DHR Exports	Mumbai	C I - E18
12	EURO INDIA EXPORTS	Kanpur	CI C30
13	FEETCARE	Mumbai	B4 B21
14	FIRKEE ACCESSORIES PVT LTD	Mumbai	C3 F10
15	GG Footwear	Agra	CI F16
16	GR International	Agra	C I D12
17	I.A Leather (India) Pvt Ltd	Kanpur	CI E23
18	Indian Leather Creations	Mumbai	C3 F02
19	Kundra Shoe Tech	Agra	CI E06
20	L Artisan Products	New Delhi	B4 B17
21	Prince Overseas	Agra	C I A23
22	R S Parkash Associates	Mumbai	C3 E12
23	Raj Shoes	Mumbai	CI B28
24	Regency Impex	Faridabad	D - A06
25	Sakay International	Jalandhar	CI C27
26	SAKAY OVERSEAS	Jalandhar	CI B19
27	Sant Rubbers Limited	Jalandhar	B4 A06
28	SHELCON FOOTWEAR	Agra	B4 E03
29	Shumakers International	Mumbai	B4 F20
30	SKS Global Pvt. Ltd	Agra	CI E04
31	Sumanglam Footwear Pvt. Ltd.	New Delhi	CI B10
32	Torpedo Shoes Pvt. Ltd.	Kanpur	CI A19
33	UDAY SHOES PVT. LTD.	Agra	B4 E08
34	VEERUPAKSHI SHOES	Agra	C3 F15
35	Wagh Footwear	Mumbai	CI B26
36	Council for Leather Exports	India	B4 E6



The following is the feedback form collected from participants on the closing day of the fair

No of Business Meeting	264
No of Visitors / Foreign Buyers	322
Firm Business in Quantity	4,21,500 Pcs
Value in Euro	2726000 Euro
Future Business Expected in Quantity	8,86,000 Pcs
Value in Euro	82,47,000 Euro

CLE Information booth

Information booth was set up at the CLE India Pavilion in Hall B4 – E06 to coordinate the participation of our participants in Hall B4, C 1, C 3 and D 1. CLE publications were displayed at the CLE booth for the business visitors.



Visit of Consul General

Mrs. T. Ajungla Jamir, Consul General of India, Milan visited the 98th Expo Riva Schuh Fair on 14th January, 2023. She attended the Inaugural Session. After the inauguration she visited the stands of Indian Exhibitors in different halls & interacted about their product, Design & market etc.

The Counsel General appreciated the footwear products displayed by the Indian exhibitors. She assured support of the CGI Milan to the Indian exhibitors in their export promotion activities.

The following COA Members & other Officials also visited the CLE Info Booth & interacted about the fair :

- 1. Mr.Vipan Kumar Seth
- 2. Mr. Rehan Ajmal
- 3. Mr. Mauro Di Molfetta – Fair organizers
- 4. Ms.Valentina – Fair organizers





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### Visit of Consul General to the 98th edition of Expo Riva Schuh Garda Fair, Italy:



#### Conclusion:

Expo Riva Schuh Fair is the very 1st calendar fair & one of the important footwear fair for Indian footwear manufacturers –exporters. Moreover it caters to the volume production, so CLE should continue its participation in the fair.



## *The leading B2b Trade Fair for the Global Equestrian Industry - February 4-6, 2023*

**A Report by Shri V. Sudarshanan, Export Promotion Officer and  
Ms Suneeta Das, Asst. Export Promotion Officer .**



The February Edition of Spoga Horse 2023 started with a new concept Inspiring discussions and lectures, a fantastic line-up of brands and individual exhibitors, and diverse award-winning innovations for shaping the future of the equestrian industry. The Fair Organisers developed new ideas and created innovative formats to make the personal contacts on-site, the international exchange, and networking even more attractive.

Three successful days of the enormous horse industry trade

fair saw 6,200 visitors from 65 countries come together to discover the comprehensive range of products for horses and riders from 316 exhibitors from 30 countries, 78 percent of which were from abroad, participating at Spoga Horse 2023.

More than 60 influencers reported live about Spoga Horse on-site. The share of international trade visitors was 64 percent.

### **EVENT CONCEPT**

The hybrid leading trade fair concept that rests on the three pillars - Exhibition, Content, and Networking - was implemented on its original venue date for the first time. The "Spoga Horse TOP INNOVATIONS" competition, lectures and panel discussions, Fashion Walks, Start-up pitches, and many more highlights were watched live or subsequently called up on demand.

## Trade Visitors

It is an international trade fair for equestrian sports and is open to trade visitors only. The offer of the exhibitors extends from all subject areas around the equestrian sport: equestrian clothing, equestrian equipment, care, feeding, saddlery, and leather goods and products to stall, pasture, and transportation as well as services in the industry. The visitors include dealers, wholesalers, buyers from department stores and discount stores, mail-order companies, and purchasing cooperatives in the equestrian sports area. In addition to product presentation and customer relationship management, Koelnmesse forced the transfer of knowledge in equestrian sports. For this reason, the forum academy was created, based on lectures, presentations, and discussions that provided expertise around the equestrian sport.

## Opportunity for Small Suppliers

Finding small suppliers on the internet is sometimes difficult as the big companies push their way to the front with dazzling websites, sophisticated search engine optimization, and expensive Google advertising. Most of the suppliers including those from abroad WERE exhibiting at Spoga, so visitors could get their own picture of the companies and their products instead of researching online, browsing websites, and can make contacts, and arranging appointments.

## Group Participation through CLE

As part of the regular export promotion programme, the Council organized group participation of 25 member companies and exhibited their saddlery and harness collections under funding support of the Market Access Initiative Scheme (MAIS) of the Ministry of Commerce and Industry under Govt. of India and these companies displayed their products in the Hall 7.I & 8.I.

SI No.	Exhibitor Name	Place	Hall No.	Booth No.
1	A & Z Exports	Kanpur	8.I	E-058
2	Al Rahman Tack	Kanpur	8.I	B-058
3	Carpex Wool Thread	Amritsar	8.I	A-049
4	D 4 Exports	Kanpur	8.I	C-063
5	Faiza International	Kanpur	7.I	O-088
6	Faris Export	Kanpur	7.I	K-111
7	Horsekraft Equestrian	Kanpur	8.I	C-071
8	I.A. Leather (India) Pvt. Ltd.	Kanpur	7.I	K-112
9	I.N. International	Amritsar	7.I	I-100
10	Jamiq International	Kanpur	8.I	E-060
11	Karmin International	Kanpur	7.I	K-130
12	Kings International Ltd.	Kanpur	8.I	A-034
13	Lord Shiva Bags & Accessories	Kanpur	8.I	D-050
14	Lord Shiva International	Kanpur	8.I	D-050
15	Mars Impex	Kanpur	8.I	G-051
16	Mushkin International	Noida	8.I	F-051
17	Prime Precisions Pvt. Ltd.	Kanpur	8.I	D-089
18	Reliable Exports	Kanpur	8.I	D-023
19	Sakina Corporation	Kanpur	8.I	A-032
20	Shivay Exports	Kanpur	8.I	D-050
21	Silverline Tack	Kanpur	7.I	K-119
22	StarQ	Kanpur	8.I	F-067
23	Sterling India	Kanpur	8.I	F-067
24	Swastik International	Kanpur	7.I	O-052
25	Versatile Enterprises Pvt. Ltd.	Ludhiana	8.I	C-087



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## STANDS IN CLE PAVILION



**Visit of Shri Vinod Kumar,  
Consul Commerce, CGI,  
Frankfurt**

**Visit of Consul Commerce Shri Vinod Kumar to the CLE's  
Information Booth & Participant stands on 6.2.2023**

Shri Vinod Kumar, Consul Commerce, Consulate General of India, Frankfurt, and Shri Rahul Arora, Marketing Officer visited the CLE Information Booth and the Indian Participant stalls and interacted with them in detail regarding the raw material sources and market analysis. The Consul also had a meeting with the Panel Convenor of Saddlery & Harness Products Shri Taj Alam and had a discussion on the current scenario of the European market, future strategies, and other perspectives to increase the Indian share in the export to Germany. He assured of all possible support from the CGI, Frankfurt for the purpose.



Shri Vinod Kumar, CGI interacting with  
Shri Taj Alam, Convenor, Saddlery & Harness Panel, CLE



### CLE Information Booth

CLE Representatives Shri V. Sudarshanan, Export promotion Officer and Ms Suneeta Das, Asst. Export Promotion Officer coordinated the 25-member exporter's participation and organized CLE's information booth in Hall 7.1. During the event, apart from the business visitors, Mr. Roberto Paranhos Do Rio Branco, President BrazilIndia Chamber of Commerce and Ms. Clarie, Marketing Executive of British Equestrian Trade association visited the CLE information booth and enquired about the potential and leading manufacturing exporters in India. The necessary guidance was extended to them and relevant inputs were provided. The promotional

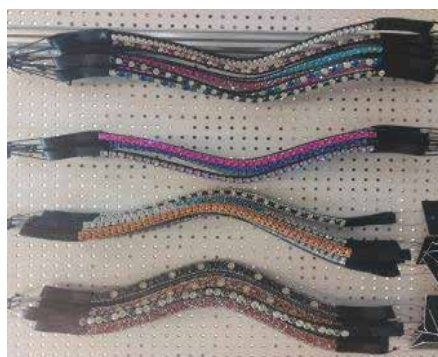
materials i.e. Members' Directory CDs and a catalogue of member participants were provided to the visitors at the CLE information booth.



Consul General visiting CLE Information Booth

## Participation Feedback :

All the exhibitors have indicated that this was a good chance to penetrate the market as supply is distributed from regular sources. Post-COVID – expect more opportunities to promote their products and expect demand to be on the rise. CLE should organize participation in this event again and express their interest to exhibit in the next edition of the fair in February 2024.



## About the Market

Germany is the second-largest global importer of Harness & Saddlery items, with its Imports increasing from US \$ 160.60 million in 2017-18 to US \$ 264.21 million in 2021-22.

Table showing Global Import of Harness & Saddlery viz-a-viz India's export and share during 2017-18 to 2021-22.

Harness& Saddlery	2017-18	2018-19	2019-20	2020-21	2021-22
Import	1562.53	1638.90	1616.51	1699.72	2546.64
India's Export	155.97	159.35	151.61	186.18	276.10
% Share of India	9.98%	9.72%	9.38%	10.95%	10.84%

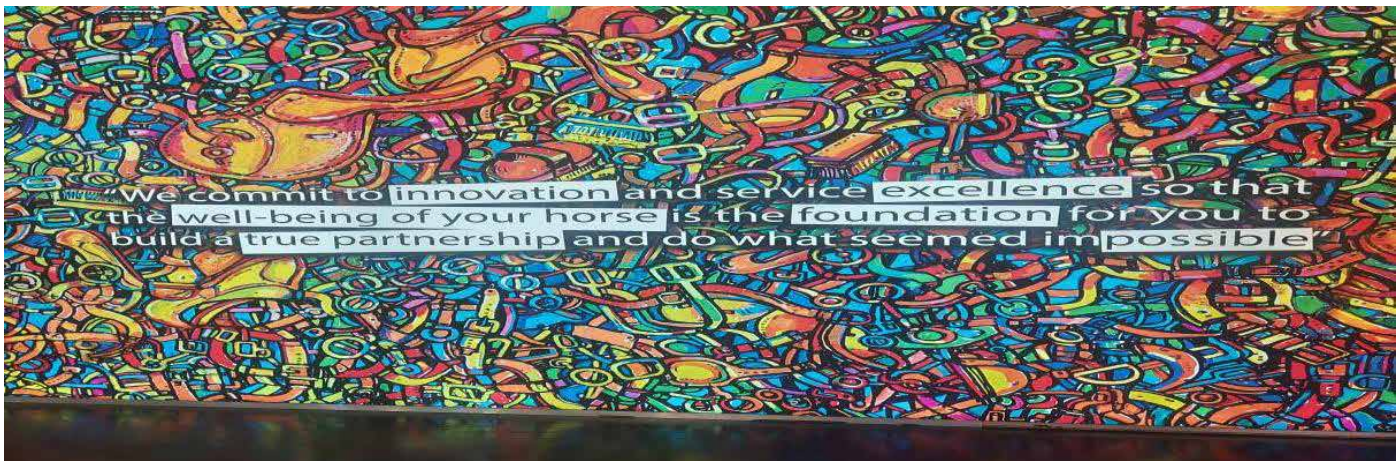
Table showing Germany Import of Harness & Saddlery viz-a-viz India's export and share during 2017-18 to 2021-22 is as under :

Harness& Saddlery	2017-18	2018-19	2019-20	2020-21	2021-22
Import	160.60	172.41	172.44	179.06	264.21
India's Export	33.47	32.98	30.15	36.15	51.11
% Share of India	20.84%	19.13%	17.48%	20.19%	19.34%

India's export of Saddlery & Harness Goods to Germany has also been growing from US\$ 33.47 million in 2017-18 to US \$ 51.11 million in 2021-22.

India accounts for a share of 19.34% in the overall import of Harness & saddlery by Germany during 2021-22.

## HIGHLIGHTS AT SPOGA HORSE 2023



### □ The Top Innovations for 2023 were revealed at Spoga Horse,

Innovations that impress the equestrian industry were featured at Spoga Horse in Cologne, Germany, from Feb. 4-6. For the third time, the focus of an independent and renowned jury was on just under 50 of the most innovative products from 12 countries in the Top Innovations 2023 category. This year's winners bring relief, promote the health of the horse and rider, and make the sport safer. Furthermore, a special prize in the Equine Professionals Favourite section was presented for the first time.

The six interdisciplinary judges nominated the 30 most innovative products awarding them the title Proof Of Innovation. These entries included new approaches in the

areas of safety, health, digitalization, and sustainability. From among these 30 nominees, five products were selected as winners.

A special prize in the Equine Professionals Favourite section was presented for the first time to Hoofbeat, a mobile gait mapping system that monitors the well-being of the horse via data recognition.

### □ Special show EQUI LIVING

"Species-appropriate & Individual" - horse-friendly husbandry, individual and flexible care - is the trend. In the scope of the new "EQUI LIVING" special event in Hall 8, spoga horse 2023 showed where the living space of the horse is headed and how it is changing in line with the current political, ecological and economic developments.

### □ The Start-Up Village

The international Start-up Village was expanded this year to offer young, innovative companies of the industry the chance to make an effective appearance at the trade fair.

□ Creator Days: A unique opportunity for social media and influencer marketing in equestrian sports. Exciting brands had the chance to connect with influencer projects.



□ **Exciting Key notes :** Key notes from the professionals gave an overview about current relevant topics and projects. Whether it's new media, non-profit projects, or competitive sport, there was something for everyone.

□ **Award ceremony Reitsport Branche Retailer Award :** On February 5, the Reitsport BRANCHE Retailer Award 2023 powered by spoga horse ceremony was held and awarded its winners. The award jury determined the TOP 10 candidates on the basis of assessment criteria such as range, quality of advice, presentation, POS campaigns, marketing, sustainability or hybrid sale.

### **SPOGA HORSE FASHION WALK :**

The forum fashion walk is all about the topic of fashion. International companies show their latest collections for the upcoming season, so the visitor can get detailed information about the latest trends in the equestrian industry. Trend colors are conquering the industry, which cuts determine the look and how they are matched, and all this in combination with pumping music and entertaining choreography. As part of the Spoga Horse FASHION WALKS, 12 fashion partners presented all this in 6 shows during spoga horse 2023 in Hall 7.

### **CONCLUSION**

The response of the exhibitors was thoroughly positive, which was also reflected by the figures.

The trade visitors' footfall on all the fair days was encouraging and the members expressed satisfaction with the visitor's turnout. As per their feedback forms, overall they generated total business (including



the expected order) of about Euro 1,45.09 lakhs. As all the member participants have given positive feedback regarding the market prospects, and range of exhibits and has confirmed their participation in the next edition through us, CLE should continue its participation in the fair.

As per Mr. Oliver Frese, Chief Operating Officer of Koelnmesse GmbH, at 64 percent the share of international exhibitors is particularly pleasing. "The strong result shows that the readiness of the exhibitors to assert themselves at the trade fair has totally paid off." "We find it important particularly in these times to stage Spoga Horse on its customary annual date in February again. That gives the industry plannability and security and will enable Spoga Horse to grow further in the future too".

The spoga horse 2024 takes place from Saturday, 03.02. to Monday, 05.02.2024 in Cologne.2024.

## Virtual Meeting of Modeurop, Feb. 15, 2023

**Prices are increasing considerably. Goods are becoming expensive and difficult to sell, Mr Choukair voiced at the virtual meeting of MODEUROP held on 15th February 2023.**

Premiere Vision is back, but not that enthusiastic; while ILM Fair in Offenbach was good said **Mr Martin Wutke, Creative Director of MODEUROP.**

**Mr Manfred Junkert, Managing Director of the German Shoe & Leather Federation (HDSL) and Managing Director, MODEUROP** welcomed the members to the presentation for Spring Summer 2024 season.

In his presentation covering **“Fashion Forecasts for Shoes and Bags”** for the Spring Summer 2024 season said that there is a new aesthetic for products. To retain loyal customers, businesses must evolve and embrace consumer participation.”

**Mr Schantz of ARA Shoes** said that ‘vintage and milled leathers’ will be strong for Handbags; while Mr Karim Choukair said that vintage leathers would be strong for Chelsea Shoes and opulence & glamour for classics.

**Mr Wutke continued his presentation and wanted members to imagine a “SEASON-LESS” approach (opposite of fashion) for Classics.**

Eccentric and a new minimalist essentialism create a powerful mix: be ready for a (silent) rebellion! Prepare for a season of ultimate extremes: maximalism, extravaganza and a grounded mood.



In 2024 we will see the dawn of the everything net –the lines between physical and digital worlds are blurred. There is great promise in the metaeconomies, but rapid technological

Change that affects daily life induces a sense of anxiety. This uneasiness has a name: future shock. Invest in the care economy. Whether it's creating reflective shopping moments or supporting customers through challenging circumstances. Brands will need to incorporate care into their offer.

**METAMORPHIC: RAVE INSPIRED\_PHYGITAL LIFE\_ACTIVE FUNHOUSE**

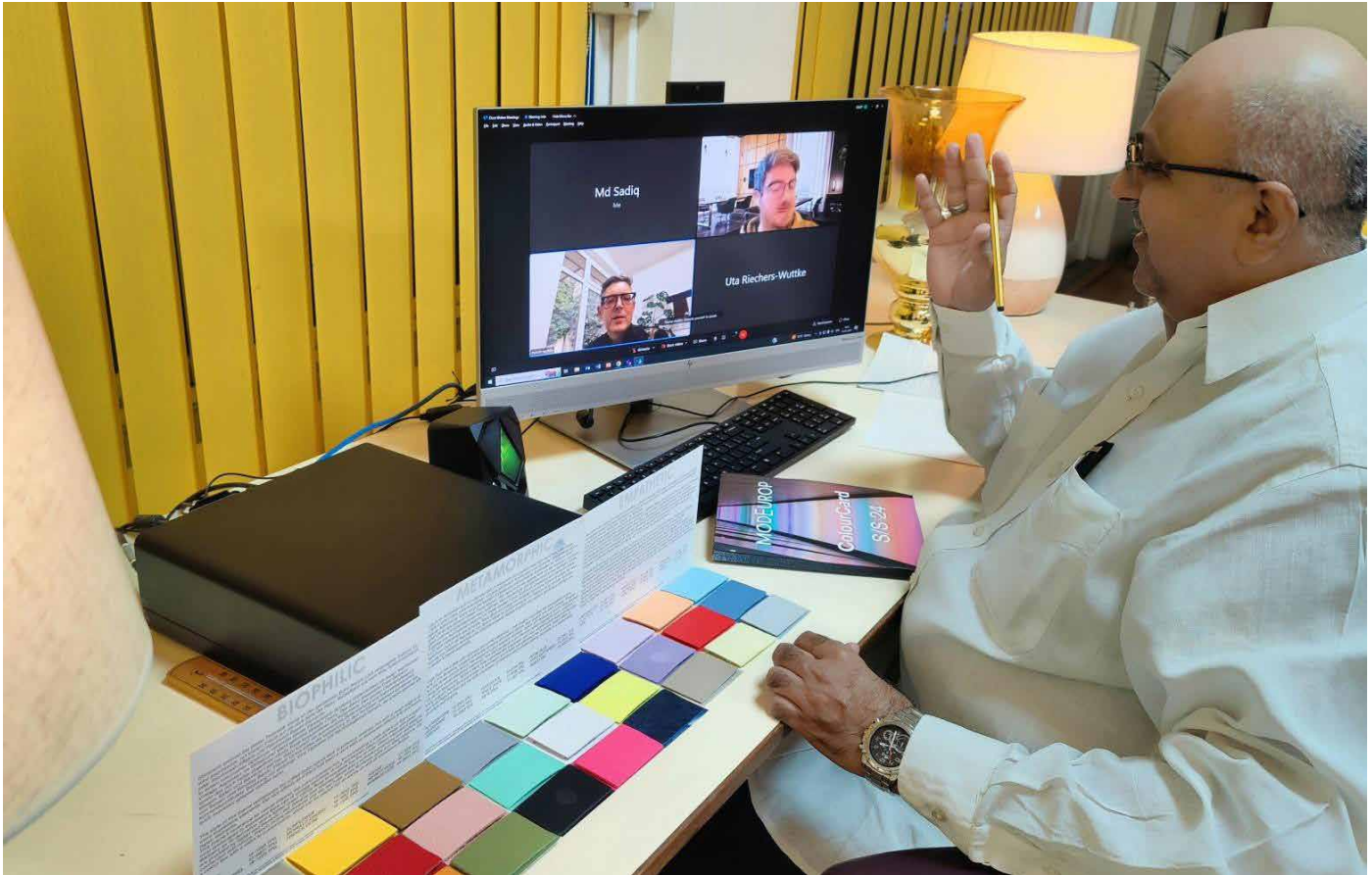
This colour scenario starts with intense spotlight green and meta pink, flanked by pastel matcha ice and aquamarine. Royal blue and indigo ink add spatial depth, while the neutrality of space white, platinum grey as well as obsidian creates a forward-looking digital reality

**EMPATHETIC: CARING & SHARING\_CALIFORNIA BEACH FEELING\_ELEGANT PASTELS**

Scenario starts with the tonal duo of lavender fog and lilac haze, brightened by pastel rice straw. In addition, horizon and vapor provide morning glaze, while apricot jelly and vintage red contribute warm summer passion. Misty blue adds depth to the horizon, while dune rounds off the color scenario in an earthy way.

**BIOPHILIC: GROUNDED\_MADE TO LAST\_HYPER CRAFTING**

Sequential red and rose set together with tofu the starting point for this colour story. Flanked by luminous sunflower and gentle French ochre, their radiance is innovatively enhanced while the chlorophyll aspect is covered by muddy safari green and clear bamboo leaf, sesame and whiskey barrel provide summer earthiness and closeness to nature.



Md Sadiq of CSIR-CLRI spoke on the current trends in the Indian market

The Colour Club Conference of MODEUROP for the Autumn Winter 24/25 season will be held during 30-31 March 2023 in Dusseldorf.

# MODEUROP

## FASHION FORECAST SHOES & BAGS SPRING SUMMER 24

SHAPES\_COLOURS\_MATERIALS\_LIFETSYLE

For copies of the **MODEUROP** Colour card for the 'Spring Summer 2024 season, please contact  
CSIR-CLRI Design and Fashion Studio.

# *Interactive Session with Leather Industry held on 05-01-2023 at 3.00pm in CLE Conference Hall, KLC Complex, Banthar, Unnao*

## **Post Event Report**

Central Regional Office of the Council for Leather Exports in collaboration with JDGFT - Kanpur and office of the Directorate of Industries, Kanpur had organized an Interactive Session with member exporters on Free Trade Agreements (FTAs) with special emphasis on Comprehensive Economic Partnership Agreement CEPA ( India- UAE) & India Australia Economic Cooperation and Trade Agreements (INDAUS ECTA) pertaining to leather sector and also had a session on the newly launched Uttar Pradesh MSME Promotion Policy 2022, and other schemes of Ministry of MSME, Govt. of India and EPCG.

Shri Mukhtarul Amin, Former Chairman, CLE; Shri R. K. Jalan, Vice Chairman, CLE; Shri Javed Iqbal, Regional Chairman, Central, CLE; Shri Rakesh Suri, Convener, Safety Footwear Panel, CLE; Shri Yadvendra Sing, Member – Central Regional Committee (CRC), CLE; Shri Amit Kumar, JDGFT, Kanpur; Shri Vishnu Sharma, Director – MSME-DI, Kanpur; Shri Neeraj Singh, Asst. Commissioner of Industries, Kanpur; Shri Dhananjay Jha, Branch Manager, ECGC Ltd., Kanpur and Ms. Pallavi Dubey, Regional Director – Central, CLE and about 60 participants were present during the session.

Ms. Pallavi Dubey, Regional Director – Central, CLE presented opening remarks and welcomed all the distinguished industry members and speakers. She informed that the objective for organizing the interactive session is to update



Shri Javed Iqbal, Regional Chairman – Central, CLE welcomed Shri Amit Kumar, JDGFT, Kanpur by presenting floral bouquet.



Shri Rakesh Suri, Convener – Safety Footwear panel, CLE welcomed Shri Dhananjay Jha, Branch Manager, ECGC Ltd., Kanpur by presenting floral bouquet.

member exporters on the newly signed Free Trade Agreements i.e. India –UAE and India – Australia so that the member exporters can avail the duty benefits for exporting to these countries. She also informed that Uttar Pradesh Government had recently announced UP-MSME Promotion Policy 2022 wherein several benefits are being given to the MSMEs for their overall development and export promotion so that substantial export share of Uttar Pradesh could be enhanced in India's export. He urged member participants to interact with the stakeholders and avail the maximum benefits of the scheme.

Shri R. K. Jalan, Vice Chairman, CLE welcomed all distinguished industry members, guest speakers and participants. He emphasized to scale up India's manufacturing exports to fulfil the ambitious goal of USD 5 trillion economy, as set by Government of India therefore leather industry can enhance their contribution in the overall target by making use of such Free Trade Agreements and in turn it will also help in tapping unexplored international markets where our export share can significantly improve.. He added that Government of Uttar Pradesh has reformed various policies and are now actively monitoring industrial development measures being rendered to MSMEs as well extending all support measures to export segment for achieving USD 1 trillion economy of Uttar Pradesh.

He urged all stakeholders i.e. JDGFT, Directorate of Industries, MSME-DI, ECGC etc to play their vital role as facilitator and not only as regulators towards resolving industry issues and extending all necessary support measures for overall development of industries and enhancing exports of leather and leather products.



Shri R. K. Jalan, Vice Chairman, CLE presenting welcome remarks at the interactive session.



Shri Amit Kumar, JDGFT, Kanpur making presentation on FTAs at interactive session.

Shri Amit Kumar, JDGFT, Kanpur thanked Vice Chairman, CLE and industry veteran for organizing such awareness workshop on FTAs and other relevant schemes pertaining to export promotion. He mentioned that CLE had played an important role in putting leather industry concerns forward during negotiation and firming up the FTAs that India has signed recently with UAE and Australia. He mentioned that leather industry needs to focus these countries as there are several duty benefits available for exports. He mentioned that 5% customs duty will not be levied on exports of almost all products of leather and footwear sector to UAE and Australia under FTA and every exporter has to obtain Certificate of Origin which be obtained online through DGFT portal. He pointed out that the export of leather and

footwear sector from India to UAE has increased from Rs 214 crores to Rs 313 crores this year from May to November 2022, which is a remarkable achievement.

Shri Neeraj Singh, Asst. Commissioner of Industries, Kanpur thanked all industry members and participants for conducting such fruitful session. He briefly informed member participants about various schemes under UP-MSME promotion policy. He stated that there are several schemes including capital subsidy, interest subsidy, infrastructure subsidy, stamp duty exemption, promoting quality improvement and environmental improvement measures for MSMEs and encouraged all the exporters to avail the benefits.

Shri Vishnu Sharma, Director – MSME – DI, Kanpur addressed the session and thanked industry members, participants and stakeholders. He informed that department of MSME-DI is actively working for overall promotion of industries by organizing exhibition, technical workshops and other programs across India. He stated that MSME-DI is developing flatted factory base for hosiery segment in Kanpur and Lucknow. He urged leather industry members to come forward and formulate an action plan for developing such flatted factory for leather goods industry also.

Shri Dhananjay Jha, Branch Manager, ECGC Ltd., Kanpur expressed sincere thanks and apprised about the various schemes of ECGC Ltd for export shipment coverages and its benefits available hitherto. He assured member exporters for extending close supports as and when it is required for speeding up their exports process and redressal of issues pertaining to ECGC.



Shri Neeraj Singh, Asst. Commissioner of Industries, Kanpur apprising members about schemes under UP-MSME promotion policy 2022



Shri Dhananjay Jha, Branch Manager, ECGC Ltd., Kanpur apprising about EPCG schemes for exporter at interactive session.



Shri Dhananjay Jha, Branch Manager, ECGC Ltd., Kanpur apprising about EPCG schemes for exporter at interactive session.

Shri Rakesh Suri, Convener – Safety Footwear panel, CLE extended formal vote of thanks to distinguished industry members, all the stakeholders and member participants. He appreciated CLE's effort in organizing such dedicated and fruitful session for export promotion. He thanked all stakeholders specially JDGFT for explaining all the details, export data, procedure and guidelines pertaining to newly negotiated FTAs. He urged member participants to avail maximum benefits of the schemes being apprised by all the stakeholders i.e. DGFT, MSME, Directorate of Industries & EPCG during the session in order to boost the exports from Central region and thereby enhance India's export share in world markets.



Shri Rakesh Suri, Convener – Safety Footwear panel, CLE extending vote of thanks at the interactive session.



View of Member Participants



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## *Pre-Cluster Workshop on “Energy & Resource Mapping Study in Leather Sector” held on 9th Feb. 2023 at 12.30pm in CLE Office, KLC Complex, Banthar, Unnao.*

Central Regional Office of the Council for Leather Exports in collaboration with Bureau of Energy Efficiency (BEE under the Ministry of Power, GOI) and M/s. Earthood Services Pvt. Ltd. had organized a Pre-Cluster Workshop on “Energy & Resource Mapping Study in Leather Sector” on 9th Feb. 2023 at 12.30pm in CLE Office, KLC Complex, Banthar, Unnao.

Shri Javed Iqbal, Regional Chairman – Central, CLE; Shri Nayyar Jamal, M/s. Makhdoom Tanning Industries, Jajmau, Kanpur; Ms. Pallavi Dubey, Regional Director – Central, CLE; Shri Bibek Ranjan Patnaik, Bureau of Energy Efficiency (BEE) and Shri Vishal Goyal, M/s. Earthood Services Pvt. Ltd and around 30 members from leather sector took part in the pre-cluster workshop.

Ms. Pallavi Dubey, Regional Director – Central, CLE welcomed all dignitaries, distinguished industry members, guest speakers from Bureau of Energy Efficiency (BEE) and participants from tannery units. She informed that CLE in collaboration with BEE is organizing such workshop in leather cluster pan India level to interact with tannery units and update them about project objective and also to extend necessary guidance in collection of database with regards to consumption of energy. The Ministry of Power is undertaking the project on Energy & Resource Mapping in Leather Sector in order to understand the current energy/power utilization in tannery sector and recommend action plan



Shri Javed Iqbal, Regional Chairman, Central, CLE presenting inaugural address at the workshop.

for energy efficiency.

Shri Javed Iqbal, Regional Chairman, Central, CLE while presenting inaugural address, warmly welcomed all distinguished industry members, guest speakers and participants. He informed that BEE had Initiated a SME Programme during the year 2009 with an objective to improve the energy performance of MSME sector. The BEE-SME programme aimed to accelerate the adoption of energy efficient technologies and practices in different energy intensive SMEs sub-sectors through various activities. In same line, The Energy and Resource Mapping Study is being carried out by BEE for Leather Sector Tannery Units. He stated that the agenda of the workshop is focused on the initial work of collecting preliminary data from Tannery Units followed by detailed energy audit at cluster. He urged all industry member participants for extending maximum cooperation to the nodal agency by providing required database in the prescribed format so that project objective could be achieved.

Shri Vishal Goyal, M/s. Earthood Services Pvt. Ltd. gave detailed presentation and informed the objective of the workshop. He stated that in view of the scope of Energy Efficiency in MSME Leather Sector (Tannery Units), Bureau of Energy Efficiency (BEE) is conducting the study named “Energy and Resource Mapping of MSME Clusters in India in Leather sector” through the

M/s Earthood Services Pvt. Ltd.

The Energy Conservation (EC) Act, 2001, provides for efficient use of energy and its conservation in India. The Government of India, Ministry of Power set up the Bureau of Energy Efficiency (BEE) under the provisions of the EC Act. The mission of BEE is to assist in developing policies and strategies with a thrust on self-regulation and market principles, within the overall framework of the EC Act with the primary objective of reducing energy intensity of the Indian economy. In parallel to the large energy intensive industries, the micro, small and medium enterprise (MSME) is also an important sector of the Indian economy comprising several energy intensive industries at medium & small level, such as Leather units. He urged all participating tannery units for providing duly filled-in Expression of Interest form as per their earliest convenience so that project study could be completed within prescribed time frame.

Shri Bibek Ranjan Patnaik, Bureau of Energy Efficiency welcomed all distinguished industry members and appreciated CLE efforts and cooperation in successful conduct of the workshop. He mentioned that the project objective under "Energy and Resource Mapping of MSME clusters in India in leather sector" is to provide the overview of leather Tannery sector, technology assessment, identification of EE measures, benchmarking/KPIs, resources, policy recommendation & implementation plan.

#### Objective of the Project Study:

- Identification of Clusters. {Completed}
- Pre-cluster Workshops. {In progress}
- Detailed Energy Audit.
- Technology Assessment.



Shri Vishal Goyal, M/s. Earthood Services Pvt. Ltd. making detail presentation at the workshop.



Shri Bibek Ranjan Patnaik, Bureau of Energy Efficiency making presentation at the workshop.

- Identification of EE improvement & EE/Clean Technologies.
- Identification of Energy saving Potential.
- Technological & Financial Resource requirements for Leather Sector.
- Roadmap: Policy Recommendation & Implementation
- Outreach & Dissemination of Knowledge: Workshops

#### Step by Step Approach:

Detailed Energy Audit: Technological assessment for existing process, EE improvement potential, EE technologies.

Benchmark Study for Sector: Analysis of SEC & EE performance of the sector.

Analysis & Policy Recommendation: Propose Roadmap for Policy Recommendation and Implementation Plan

Outreach & Dissemination of Knowledge: Pre Cluster, Post Cluster and National Level Workshop with Stakeholders

### Expected Outcomes of the Project:

- Existing Technological status of the unit.
- Identification of scope for Energy Efficiency potential.
- Barrier Mitigation & Roadmap for technical intervention.
- Resources required by MSME to implement Energy Efficient Technology.
- Sector specific Policy Recommendation.
- Unit Benchmark and sector benchmark comparison.

### Detailed Energy Audit Activities:

- Review of the processes and operations involved in the production
- Review of the fuel consumption
- Review of annual electricity bills
- Review of the production processes including the technologies
- Performance assessment of thermal equipment such as Dryers etc.
- Performance assessment of electrical equipment pumps, motors, fans, air compressors, etc.
- Calculation of the total energy consumption (toe/year) from historical records
- Calculation of the SEC, Assessment of Technologies
- Mapping new EE/RE Technologies with sectors and processes and Benchmarking energy consumption/ KPI Identifications.



Shri Nayyar Jamal, M/s. Makhdoom Tannery, Kanpur  
presenting formal vote of thanks.

Shri Nayyar Jamal, M/s. Makhdoom Tannery, Kanpur presented formal vote of thanks and appreciated CLE for conducting such workshop in the region to understand the current energy utilization in tannery sector in order to recommend action plan for energy efficiency. He thanked Regional Chairman, Central Shri Javed Iqbal for playing vital role in the region for overall development and export growth of leather sector. He thanked officials of BEE for detailed presentation including objective of the project, data collection and future action plan of the ministry on Energy & Resource Mapping in Leather Sector. He requested all participants to come forward and extend cooperation to the project in providing maximum data so that outcome of the project could be achieved.



## LEATHER VISION 2023-24

Indian leather Products Association had organized a show: Leather Vision 2023-24 for 2 days on 3rd and 4th March 2023 at Freya IIDF Design Studio, ILPA Leather Goods Park, Kolkata Leather Complex. The program was conceptualized by ILPA Past President and Chairman Mr Sankar Dawn and was well supported by ILPA senior office bearers like President Ajay Tarway, Vice President Mr Md Azhar, Chairman Mr Tapan Nandi, Founder Member Mr Mukund Kulkarni, and some EC members.

Every year, though a large number of new trends in leather are developed and showcased in national and international fairs, most of the tanners and leather goods exporters from Kolkata are not able to attend these fairs about and adopt these trends. The first edition of Leather Vision in Kolkata was therefore focused for the Eastern region.

Leather Vision 2023 was organized with the objective of presenting the new trend developments in leathers to the Eastern region Leather and Leather products Industry and also providing a common platform for interaction between leather developers/tanners and leather products manufacturers for quicker turn-around of new leathers and solving any issues like quality/finish etc.

Four renowned leather chemical manufacturing companies namely TFL, C & E, Stahl and Smith & Zoon, exhibited their new developments in leather for 2023-24 for the visitors.

The show was a great hit with the visitors and had a considerable footfall of members of ILPA and CLE, tanners, chemical manufacturers and allied industry. Students from Fashion and skill development Institutes like NIFT, FDDI, GCELT and CFTI were also invited to get a firsthand experience and knowledge about the leather goods industry.

Two of the participating companies held knowledge sharing seminars on both days of the show. TFL organized a seminar on "Environment friendly approach for creating future" on the first day of the show. A similar seminar was organized on 4th March 2023 by C & E on "The innovative and sustainable solutions". Both the seminars were well received by the present audience.

The two day Leather Vision came to an end with both the participants and the visitors expressing their interest for the 2nd edition of the show next year.

### VISITORS AT LEATHER VISION 2023



## KNOWLEDGE SEMINARS BY TFL AND C&E



MR AJAY TARWAY, ILPA PRESIDENT  
DELIVERING HIS ADDRESS



MR SANKAR DAWN, CONVENOR, ILPA  
DELIVERING HIS ADDRESS



MR MD AZHAR, ILPA VICE PRESIDENT  
DELIVERING HIS ADDRESS



MR DIGANTA GHOSH & MR S. HARIKRISHNAN FROM  
TFL ADDRESSING THE AUDIENCE



MR MANOJ KR BHAIYA, MR SUDARSHAN MISRA  
& MR SHIBSHANKAR MUKHERJEE FROM C&E  
ADDRESSING THE AUDIENCE



FULL HOUSE!

## *CLE Field Work at Guntur Cluster, Andhra Pradesh – February 9, 2023*

The Southern Regional Office Team of CLE visited Guntur Cluster, Andhra Pradesh on February 9, 2023 in order to undertake New Member mobilization and for meeting existing members and their manufacturing units.

The Report of the Field work is given below:

1. Met Shri.T. Dola Sankar, MD, LIDCAP and requested him to provide database of Leather Products manufacturing units and updated him about CLE and benefits of becoming a Member. LIDCAP has become a Member of CLE.

2. Met Shri. K.Vijayaratnam, GM, DIC, Guntur and requested him to provide database of Leather Products manufacturing units.

3. Met Shri. Madan Mohan Shetty, GM, DIC Bapatla District and requested him to share database of Leather Products manufacturing units and also given him an update about CLE and its activities.

4. The DIC Officers informed that Leather Products manufacturing units in Guntur District are negligible and as such they do not have database. However, the DIC has given assurance to collect the possible database from Industries / MSME Dept and will share the same with CLE shortly.

5. Visited a manufacturing unit named Soumya Industries, who are manufacturing Leather footwear and supplying to Local market and explained about CLE and benefits of becoming a Member of CLE.

6. Visited a manufacturing unit named Hope Products. They are manufacturing Leather Goods like handbags, wallets, belts etc. He confirmed to become a member of CLE from April 2023 onwards

7. Met Mr. Jaya Raju, Abhinav Karthik Industries who is a new Entrepreneur planning to establish a Leather Footwear manufacturing unit at Kadappa in next three months time. He Plans to produce 10,000 prs per day and employ 200 persons. Explained to him about the CLE and benefits of becoming a Member.



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## *CLE New Membership Mobilization in Madhya Pradesh from 28th Nov 2022 to 2nd Dec 2022*

To educate Leather and Footwear units about the Council for Leather Exports as well as various government of India schemes available to the Leather and Footwear Sector Shri Santosh Pandey, Regional Director, CLE-West, and Shri Yogesh Adagale, LDC, CLE-West (Temporary) visited Gwalior, Bhopal, Indore, and Ujjain in Madhya Pradesh. Along with educating, we motivated the units to come on board with CLE and use CLE as a platform for export.

In order to obtain information on the footwear and leather products industries in Gwalior We met Shri D. K. Shrivastav, CGM – MPIDC, Gwalior, and Shri Rajendra Singh, GM – DIC, Gwalior. We also briefed them on the role of the Leather and Footwear Industry Council in the industry. As informed by GM-DIC, there are 2 to 3 safety shoe units, and one of them, M/s. Acme Universal Safezone Pvt. Ltd., is a registered member exporter of CLE. We met with another 2 units and motivated them to join CLE. We registered one of the units, M/s. Ramanand Enterprises India Pvt. Ltd., in CLE on the spot.



Shri Santosh Pandey, Regional Director, CLE – (West) is educating Mr. Vinay Dubey from M/s. M.K. Industries, Gwalior on CLE



Shri Santosh Pandey, Regional Director, CLE, - (West), interacting with Shri D.K. Shrivastav, CGM, MPIDC Gwalior



Shri Santosh Pandey, Regional Director, CLE, - (West), meeting with Shri Rajendra Singh, GM – District Industries Centre, Gwalior



Santosh Pandey, Regional Director, CLE – (West), briefing about CLE to Mr. Pulkit Madaan, Director, Ramanand Enterprises India Pvt. Ltd., Gwalior



Santosh Pandey, Regional Director, CLE – (West), met Shri C.S. Dhurve, ED – MPIDC, Bhopal (left) and Shri Suvidh Shah, ITS, ED – MPIDC, & Joint DGFT, Indore/ Bhopal (right)



Shri Santosh Pandey, Regional Director, CLE – (West) interacting with Shri Pankaj Dubey, Deputy Director, MSME-DI, Bhopal (left) and Dalit Indian Chamber of Commerce & Industry (DICCI) President Dr. Anil Sirvaiya and other representative of DICCI, Bhopal (right)

During our visit to Bhopal we met Shri C.S. Dhurve, ED - MPIDC, Bhopal, Shri Suvidh Shah, ITS ,ED-MPIDC & Joint DGFT, Indore/ Bhopal , Shri Pankaj Dubey, Deputy Director – MSME, Bhopal and Dr. Anil Sirvaiya, President, DICCI, Bhopal in order to get data on Footwear and Leather industry located in Bhopal. However, they regretted saying that no such units were located in Bhopal.



Shri Santosh Pandey, Regional Director, CLE – (West), briefing about CLE to Toy Manufacture's of Indore

Further, we met Shri Rohan Saxena, ED – MPIDC, Indore, Shri R.K. Bhanwar, CGM – MPIDC, Indore, and Shri Anurag Dubey, AD – MSME, Indore, for data on leather products and footwear units in Indore. We met toy manufacturers through the contacts provided by the MSME department. We briefed the toy manufacturers about CLE and updated them on various ongoing schemes of the government of India for the leather sector. We motivated them to come into exports by having them join CLE and taking part in various exhibitions organised by CLE overseas and in India. We have enrolled one leather toy manufacturer in CLE, and we are expecting to have 20 new members from the leather toy industry of Indore. During our most recent tour of new member mobilization, we enrolled 15 new members from Indore who manufacture PU footwear. We also visited Ujjain and met Shri R.K. Dubey, General Manager, DIC, Ujjain, and Shri Atul Bajpaye, AD-DIC, Ujjain, and got to know that there are no units related to leather or footwear located in Ujjain, but they will research and find out the details of units in the nearby area.

The CLE team visited one of the unit of a leather toy manufacturer, M/s. National Arts, Indore. We educated them about CLE and got them on board. We motivated them to participate in the exhibition, and they have shown keen interest in



Shri Santosh Pandey, Regional Director, CLE – (West), meeting Shri R.K. Dubey, General Manager – DIC, Ujjain and Shri Atul Bajpaye, AD – DIC, Ujjain



Shri Santosh Pandey, Regional Director, CLE – (West) briefing about CLE to Mr. Dharamdas Aherwar, Proprietor - National Arts, Indore

participating in the exhibition conducted by CLE.

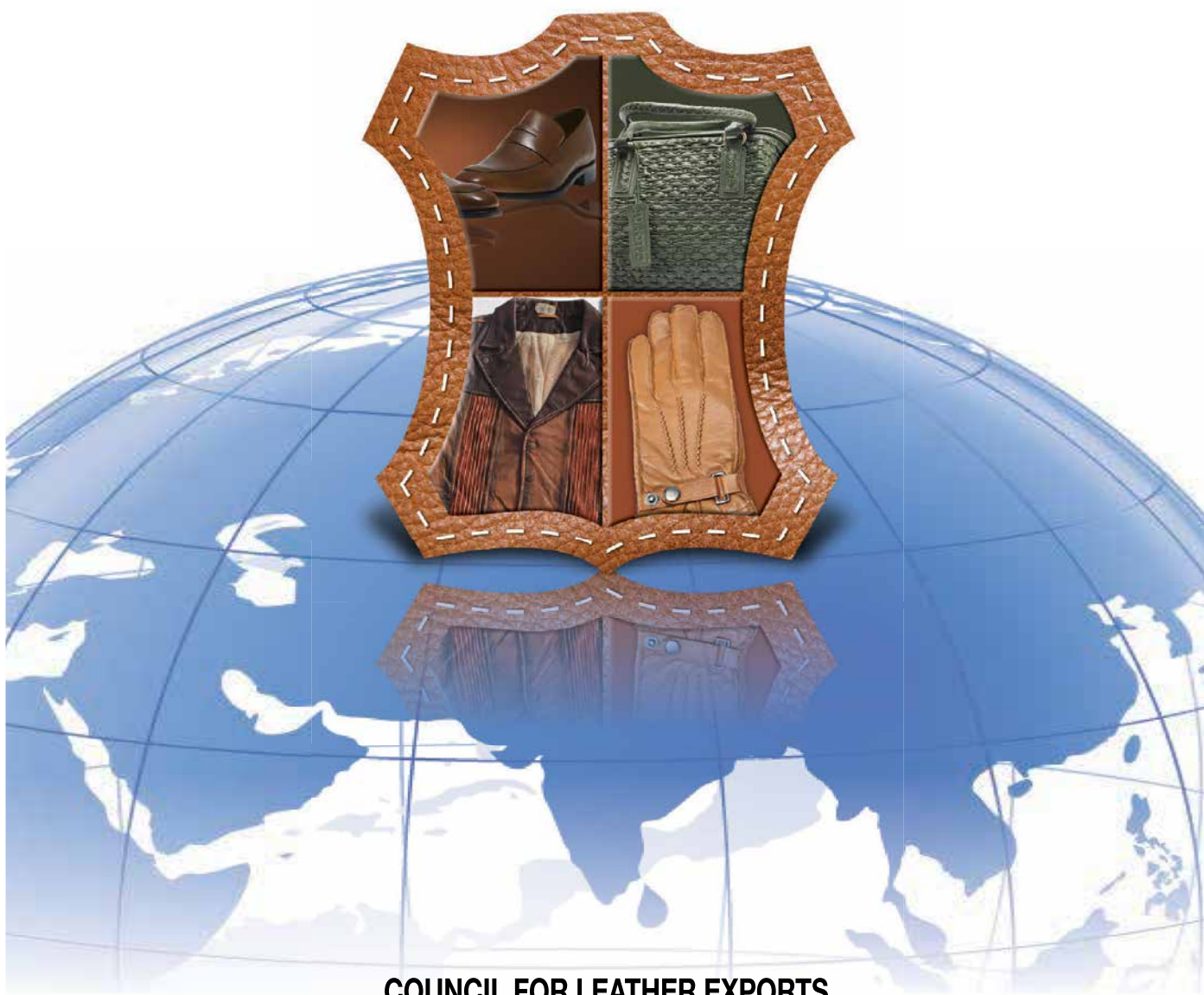
The mobilization of New Membership tour ended at Indore, Madhya Pradesh



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# INDIAN LEATHER INDUSTRY - STRIDING WITH CONFIDENCE



## COUNCIL FOR LEATHER EXPORTS

(An Export Promotion Organisation sponsored by Ministry of Commerce & Industry, Govt. of India)

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