25th February 2025
CLE/HO/IMD/LAC/2024-25

To.

The Members of CLE

Dear members,

Sub:- **CLE’s participation in the** **EXPO DETALLES PERU (August 6-8, 2025) on self financing basis & Visit of Sourcing-cum-Marketing Delegation to LAC**

**Trade between India and LAC in the Footwear and Leather Sector**

During 2023-24, **Chile, Peru, Argentina and Brazil** together imported Footwear and Leather Products worth USD 2986 million. India has exported footwear and leather products worth USD 69 million to the above 4 countries during the said period. Details of product-wise import of footwear and leather products by the above 4 Countries and India’s share of export are attached.

From the above figures, it is amply clear that, opportunities for increasing India’s export of footwear and leather products to LAC are vast and Industry need to target the market in a much bigger way.

In this connection, in order to further promote export of footwear and leather products to LAC Region, CLE is organizing participation of members in the upcoming edition of the **Expo Detalles Perú 2025 to be held during August 6-8, 2025** at the Jockey Plaza Shopping Center in Lima, Peru, on self financing basis,  besides organizing visit of **Sourcing-cum-Marketing Delegation** from India to Chile, Peru, Argentina and Brazil. **Purpose of visit of the Delegation would be both marketing our products and sourcing raw materials from LAC**.

**About the EXPO DETALLES PERU**

Expo Detalles Perú is the International Exhibition of Materials, Components, Technology, and Fashion for the Footwear, Leather Goods (including gloves), Leather Garments, Upholstery, and Related Industries. Recognized as the most significant event in Peru’s footwear sector, the fair has become a key meeting point for the industry’s growth across all its dimensions. With over 20 years of experience, the fair serves as a platform where professionals, companies, and experts from Peru and across the globe come together. In previous editions, it hosted exhibitors and visitors from countries including Ecuador, Colombia, Brazil, Bolivia, Argentina, Uruguay, Italy, Spain, Turkey, China, and Taiwan, among others. The event also attracts participants from various regions of Peru and neighboring countries, making it a truly international platform for the exchange of knowledge, trends, and business opportunities.

**Display products**

         Footwear (leather and non leather)

         Footwear Components

         Leather Garments

         Leather Goods (Bags) and Accessories

         Leather Gloves

         Finished Leather

**What Makes Expo Detalles Perú Unique?**

         Large-scale event: Welcoming over 8,000 visitors across three days from footwear and leather sector, making it a must-attend for anyone in the footwear and related industries.

         Diversity of participants and products: Showcasing everything from raw materials to specialized machinery, along with the latest innovations in technology and fashion.

         Global focus: Facilitating international connections and business opportunities with renowned participants from Latin America, Europe, and Asia.

         Innovation and trends: Exhibiting the latest trends, technologies, and designs transforming the sector.

**Participation cost (for EXPO DETALLES PERU)**

Keeping in view the expenses i.e. space cost, stand construction, registration charges, insurance, marketing and promotion, we have fixed an amount of Rs. 2.60 lakhs + 18% GST for a 9 sq. mtrs. built up stand with the following accessories, in the Expo Detalles Peru:-

         Paneling and stand structure.
         Electrical outlet (per booth).
         Lighting points (bar with 3 LED spotlights) per booth.
         3 vinyls (0.95 m wide x 2.50 m high) per company, printed and installed.
         Frieze with a sign over the area: "INDIA DELEGATION" (25 cm x 2 m).
         One table and two chairs per company.

**Visit of Trade Delegation to LAC**

The Expo Detalles Perú will be held during **August 6-8, 2025**. On this occasion, we are organizing visit of a Sourcing-cum-Marketing Delegation to all major South American Countries i.e. **Chile, Peru, Argentina and Brazil** so that the companies can cover all major Latin American countries in one single visit. Accordingly, we are initiating correspondence with the Chamber of Commerce, Indian Embassies and other concerned stakeholders in the above Countries, for finalizing the program. Once the program is finalized, we will notify the overall participation fee (for all 4 countries). The tentative program of visit of the Delegation is given below:-

|  |  |
| --- | --- |
| **Day & Date** | **Program** |
| Saturday, the 2nd August, 2025 (early morning IST)  | -      Departure from New Delhi, India |
| Saturday, the 2nd August, 2025 (night-Brazil time) | -      Reaching Sao Paulo, Brzail |
| Sunday, the 3rd August, 2025 | -      Visit and meetings in Sao Paulo |
| Monday, the 4th August, 2025 | -      BSM In Sao Paulo |
| Tuesday, the 5th August, 2025 | -      Departing to Lima, Peru (in the morning)-      Booth set up @ EXPO DETALLES PERU  |
| August 6-8, 2025 | -      Participation in the EXPO DETALLES PERU  |
| Saturday, the 9th August, 2025 | -      Stay in Peru |
| Sunday, the 10th August, 2025 | -      Departing to Santiago, Chile |
| 11th and 12th August, 2025 (Monday & Tues.) | -      BSM in Santiago-      Visits and meetings  |
| 12th August (evening) | -      Travel to Buenos Aires, Argentina  |
| 13th & 14th August (Wed. & Thursday) | -      BSM in Buenos Aires-      Visits and meetings |
| Friday, the 15th August, 2025 | -      Return to India |

Keeping in view the above, members are requested the following:-

(1) Members are requested to consider participating in the **EXPO DETALLES PERU** (August 6-8, 2025) and remit the participation fee of Rs. 2.60 lakhs + 18% GST (for 9 sq. mtrs built up stand) to CLE’s bank account, as soon as possible. The attached application form, duly filled in, may be sent to CLE.

(2)Members those who are interested to join the **Sourcing-cum-Marketing Delegation** to Chile, Peru, Brazil and Argentina may kindly inform their Expression of Interest to CLE (in the format attached), on priority basis. Participation fee will be notified in due course.

Best regards,

R. Selvam, IAS
Executive Director
Council for Leather Exports