



REPORT ON CSIR-CLRI'S PARTICIPATION IN APLF FAIRS:
MM&T AND FASHION ACCESS
25-27 MARCH 2013, HONG KONG



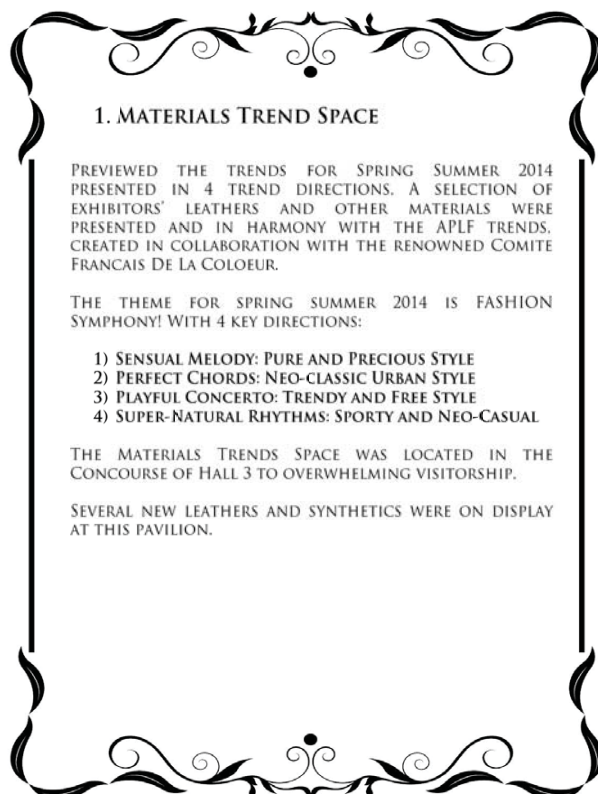
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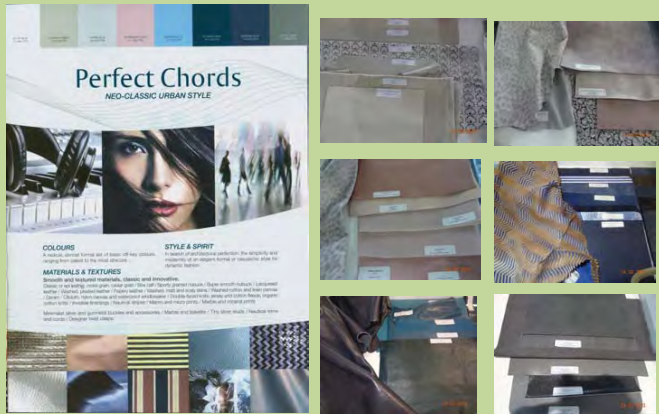


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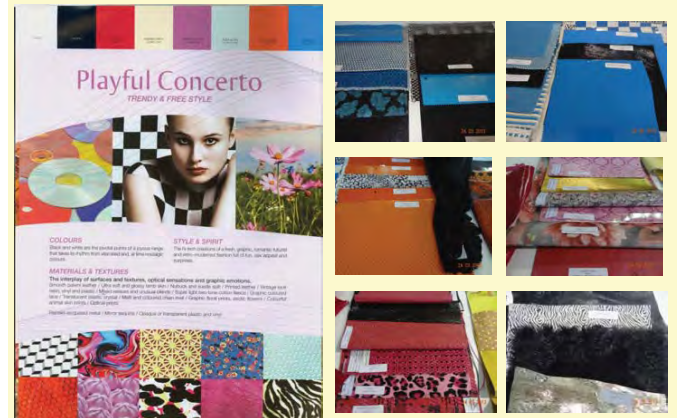
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PERFECT CHORDS



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PLAYFUL CONCERTO



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SUPER-NATURAL RHYTHMS



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3. NOMINATIONS FOR BEST OF APLF AWARD 2013



THE 10TH ANNIVERSARY SPECIAL STATUETTE IN GOLD

BEST OF APLF AWARDS IS AN INITIATIVE TO CULTIVATE AND NURTURE TALENT AND CREATIVITY IN LEATHER & FASHION-RELATED INDUSTRIES.

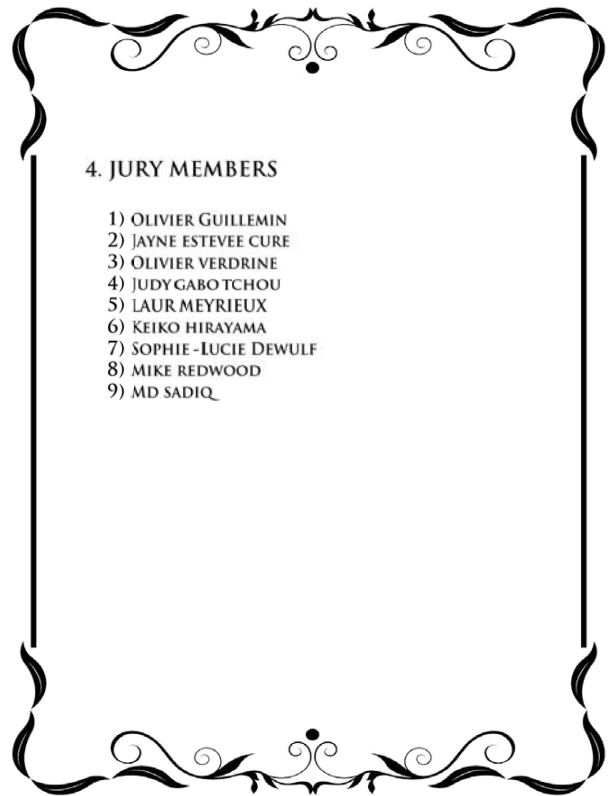
THE PROJECT RECOGNISES DESIGN EXCELLENCE, ORIGINALITY, INNOVATION, USE OF MATERIALS AND OUTSTANDING WORKMANSHIP OF PRODUCTS EXHIBITED AT BOTH APLF-ORGANISED EVENTS, APLF-MM&T AND FASHION ACCESS.

BEST OF APLF AWARDS' PANEL OF JUDGES CONSIST OF INDUSTRY EXPERTS WITH DESIGN OR FASHION EXPERTISE.

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4. JURY MEMBERS

- 1) OLIVIER GUILLEMIN
- 2) JAYNE ESTEVEE CURE
- 3) OLIVIER VERDRINE
- 4) JUDY GABO TCHOU
- 5) LAUR MEYRIEUX
- 6) KEIKO HIRAYAMA
- 7) SOPHIE -LUCIE DEWULF
- 8) MIKE REDWOOD
- 9) MD SADIQ

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OLIVIER GUILLEMIN



JAYNE ESTEVEE CURE



OLIVIER VERDRINE



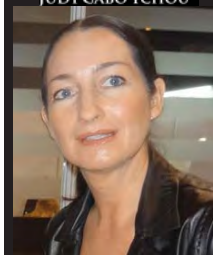
JUDY GABO TCHOU



LAUR MEYRIEUX



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SOPHIE -LUCIE DEWULF

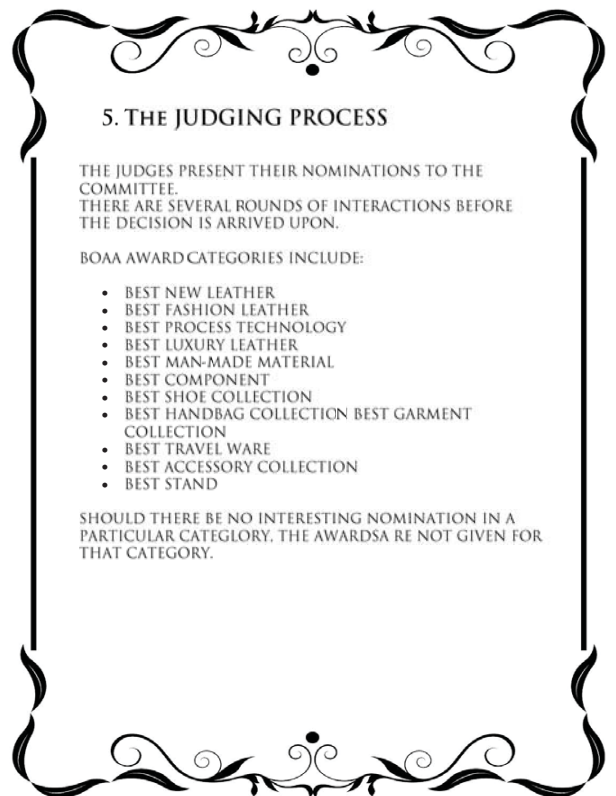


MIKE REDWOOD



MD SADIQ

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5. THE JUDGING PROCESS

THE JUDGES PRESENT THEIR NOMINATIONS TO THE COMMITTEE.
THERE ARE SEVERAL ROUNDS OF INTERACTIONS BEFORE THE DECISION IS ARRIVED UPON.

BOAA AWARD CATEGORIES INCLUDE:

- BEST NEW LEATHER
- BEST FASHION LEATHER
- BEST PROCESS TECHNOLOGY
- BEST LUXURY LEATHER
- BEST MAN-MADE MATERIAL
- BEST COMPONENT
- BEST SHOE COLLECTION
- BEST HANDBAG COLLECTION
- BEST GARMENT COLLECTION
- BEST TRAVEL WARE
- BEST ACCESSORY COLLECTION
- BEST STAND

SHOULD THERE BE NO INTERESTING NOMINATION IN A PARTICULAR CATEGORY, THE AWARDS ARE NOT GIVEN FOR THAT CATEGORY.

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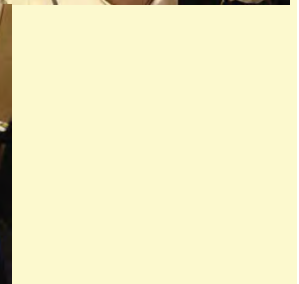
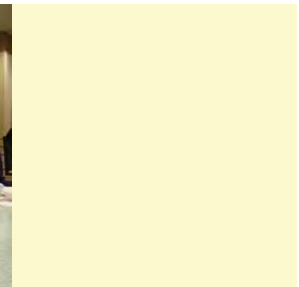
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6. OFFICIAL LUNCH

THE ORGANISERS, M/S APLF LIMITED HOSTED LUNCH FOR THE JURY MEMBERS ON 25TH MARCH 2013 AT THE GOLDEN BAUHINIA RESTAURANT AT THE HKCEC, HONG KONG.

A MEMORABLE THANKS GIVING BY THE ORGANISERS ON THE OCCASION OF THE TENTH YEAR OF BEST OF APLF AWARDS.

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7. LEATHER CLUB

NEW TO MM&T WAS THE LEATHER CLUB IN HALL 1. THIS WAS AN INITIATIVE OF APLF AND SPONSORED BY LEATHERNATURALLY! THAT WAS INTENDED TO PROVIDE THE VISITORS WITH A VENUE FOR LEATHER INDUSTRY MEMBERS TO NETWORK.

IT WAS WHERE LEATHER FORUM WAS HELD ON DAY 2 OF THE FAIR. WITH THE THEME 'DESIGNING FOR LEATHER', THE ONE-DAY FORUM AIMED AT EDUCATING DESIGNERS AND FASHION INDUSTRY PRACTITIONERS ON THE BEAUTIFUL QUALITIES OF LEATHER AND THE TECHNIQUES AND TRENDS FOR UTILISING LEATHER IN THEIR DESIGNS. BE IT FOR GARMENTS, BAGS, FOOTWEAR OR SMALL LEATHERGOODS.

MD SADIQ, CSIR-CLRI, INDIA WAS INVITED TO SPEAK AT THE LEATHER CLUB.

MD SADIQ SPOKE ON: MY NAME IS FASHION STUDIO AND MY INDUSTRY IS STRIDING WITH CONFIDENCE!

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My Name is Fashion Studio and My Leather Industry is striding with confidence

In a very interesting presentation which had the audience completely enraptured, Mr Sadiq traced the Genesis, Growth and the Metamorphosis of the CSIR-CLRI India Fashion Studio. He spoke about the origins of the Studio in 1993 and how the studio had played the role of a 'Resourcing Partner' and how over a period of time it had been transformed into an 'a leading design school of the East' with quality Designers being trained and placed in the footwear industry worldwide.

The presentation also traced the expansion of the studio as it moved into the domain of 'Fashion Forecasting' and its metamorphosis into a 'Fashion Designer' with the establishment of an online portal - www.shoedesignclub.com which transformed into www.indiadesignclub.com as the activities of the studio widened and the horizon expanded. Mr Sadiq highlighted some of the recent activities of the studio as setting up 'India TREND PAVILIONS', 'THEME PAVILIONS' at various INTERNATIONAL FAIRS and also 'CONCEPTUALIZING EXHIBITIONS'. Rounding off this segment, he said that the "Feather in the CAP" is that the studio activities now include advising on 'RETAILING' and to 'TOP IT ALL' 'DESIGNING in the 3D WAY'!

Mr Sadiq then gave an overview of the Potentials and Prospects of the Indian Leather industry and gave statistics showing the growth of India's Export of leather & leather products, at a CAGR of 5.87% in the last 5 years. He also gave a detailed statistical highlight of all segments of the leather industry and enunciated the reasons as to why India was a global player of standing in this area which according to him was Raw material adequacy, Best Tanning expertise, Available skilled workforce, Rapid increase in domestic consumption, Increasing product-mix of the production units, World class institutional support for designing & testing, Changing product-mix in favor of comfort & Ladies shoes, from men and formal shoes and Long experience in EU& USA. Mr Sadiq then illustrated the points made by him through a film on the Indian Leather Industry titled "I-Potential."

He highlighted as to how India was shining at successive MODEUROP Roundtables.

He then traced the Development of the Indian Leather Industry in chronological order. **Indian Leather Industry - Reflections**

The Council for Leather Exports (CLE) has a unique place. Its relationship with the industry it serves is deep rooted. CLE had always been a step ahead of the industry and guided the industry in its path of growth, diversification and modernisation

Likewise, CSIR-CLRI's research has generally been directed towards addressing specific technological challenges confronting the industry from time to time

50's - 60's: Way back in the 1950's and 1960's, the leather industry of the country was in the cottage sector, producing either pickled/wet blue or vegetable tanned leather, adopting crude methods of tanning. The industry had a virtual aversion for technology, with more than 90% of the industry being in the hands of men with very limited education. It took a good deal of convincing the tanners by 'show-how' to turn their attention towards simple technologies like using drums instead of pits for tanning. Likewise, use of basic equipment for various tanning operations such as unhairing, fleshing, liming and deliming, etc. was introduced to the tanners. CLRI's model tannery was a great source of education for the cottage and small tanners in those years.

70's - 80's: The leather industry underwent a metamorphosis in the 1970's and 1980's. The real push came from government policy. The foreign exchange crisis faced by India following the sudden spurt in oil prices after the seven day war between Egypt and Israel in 1973 was the trigger. With a view to encourage value addition to country's raw material wealth before its export on the one hand and to increase employment opportunities on the other, the Government of India banned export of raw hides and skins, discouraged export of semi processed leather, wet blue or vegetable

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tanned, and actively encouraged manufacture and export of finished leather and downstream leather products such as shoe uppers, shoes, garments and assorted leather goods. The government offered a variety of incentives to those who were ready to espouse the new policy.

Technological support: While the environment for transformation of the industry was provided by government policy, without required technological support, the industry could not have moved forward.

The trade policy was liberalised selectively to encourage industries with export potential, such as leather, to grow. CLE seized the opportunity and came to the forefront to help the industry speedily convert itself into a modern forward looking sector. This is when world-class machinery from Italy was being imported into India.

Mid-80's: The first Computer Aided Design (CAD) machine for shoe design was bought by CLRI and demonstrated to the industry as early as in 1985. When it was bought by CLRI, many thought that CLRI was perhaps way ahead of time.

Soon enough the usage of this machine increased and with the training provided by CLRI, many private enterprises started buying their own CADs. Subsequently many other national institutions followed suit.

If, today, some strength in design and product development exists in India in leather based industries, a good deal of credit for this goes to the pioneering role played by CLRI.

90's: Today, the tanners in India proudly say that not a single tannery operates here without either its own treatment facility or connection to a Common Effluent Treatment Plant (CETP); due to the initiatives taken.

Changing Role: Though its name may suggest that India's role is predominantly in the area of leather manufacture, over the years, consistent with changing government policy and focus, the industry also has changed its vision and widened its scope of activities. The UNDP-assisted National Leather Development Programme, executed by the Ministry of Industry, Government of India (1992-2000) provided with the opportunity of modernising its training facilities for training operatives, supervisors, managers and designers for footwear, garment and leather goods industries.

Personnel from Indian Leather Companies have secured exposure in foreign soils to new methods of training and largely from Italy.

Leather Club and Leather Forum: new initiatives of APLF: Mr Sadiq complimented the organisers, APLF Limited for their new thinking to help and promote the Global Leather Industry in its growth path.

Indian Leather Industry – Opportunities Galore

The Indian Leather Industry

- Is among the top ten foreign exchange earners for the country
- Provides employment to about 2.5 million people
- Is bestowed with an affluence of raw materials, with India endowed with 21% of world cattle & buffalo and 11% of world goat & sheep population.
- Has strong tanning base and produces 2 billion sq.ft. of leather annually, meets about 10% of the global requirement of leather.
- Is the second largest footwear producer after China, having an annual Production of 2065 million pairs.
- Is the second largest producer of Leather Garments with an annual production capacity of 16 million pieces and the third largest exporter
- Is the fifth largest global exporter of Leather Goods & Accessories including Saddlery & Harness with an annual production capacity of 63 million pieces of leather articles, 52 million pairs of Industrial gloves & 12.50 million pieces of Harness & Saddlery items.

Indian Leather Industry – Opportunity on exports

Ever since implementation of economic liberalization programme in 1991, the Indian leather industry has witnessed significant growth, with exports increasing from US \$ 1418.78 million in 1990-91 to an all-time high value US \$ 4868 million in 2011-12, showing a growth of 22.68% over previous year. Value

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added leather products and footwear now constitute about 80% of exports from the Indian Leather Sector. The Indian Leather Sector currently exports to about 70 countries. The target of the Government of India for the leather sector to achieve an export value of USD 14 billion by 2016-17, growing at a Cumulative Annual Growth Rate of about 25%. On the whole, the Indian leather industry has very good prospects on the export front.

Support measures available for setting-up a unit in India

- **Duty Free Import of Inputs:** Certain notified inputs used in the manufacture of value added leather products and footwear are allowed for import without duty.
- **Indian Leather Development Programme (ILDLP):** The Government of India implemented the ILDP programme during the XI Five Year Plan from 2007-12 with an outlay of USD 250 million approx for overall development of the leather industry in the areas of technological upgradation and modernization, environment management and human resources development. The ILDP is proposed to be implemented during the XII five Year Plan also during 2012-17.
- **Foreign Direct Investment:** The entire leather sector is now de-licensed and de-reserved, paving way for expansion on modern lines with state-of-the-art machinery and equipment. 100% Foreign Direct Investment (FDI) and Joint Ventures is already permitted through the automatic route for setting up units in India. Also, 100% FDI is permitted in single brand retailing. 100% repatriation of profit and dividends is allowed if investment made in convertible foreign currency.
- **Mega Leather Clusters:** The Government of India has notified the Mega Leather Cluster scheme as part of the Indian Leather Development Programme (ILDLP) for implementation during the remaining period of 11th Plan and 12th Five Year Plan period 2012-17 with a fund allocation of USD 120 million. As per the scheme, it is proposed to develop Greenfield Mega Leather Clusters in the States having large concentration of leather units and also in states having potential for growth of the leather sector. These Mega Leather Clusters, which will have world class infrastructure and support services, will play a crucial role in enhancing capacity of the Indian leather industry in the next 5 years.
- **Opportunities for selling in the Indian market**
The Indian retail industry is the fifth largest in the world. Comprising of organized and unorganized sectors, India retail industry is one of the fastest growing industries in India, especially over the last few years. It is expected that by 2016 modern retail industry in India will be worth US\$ 175-200 billion.
The Indian retail sector will continue to expand at a fast clip, with the number of malls in the country estimated at 280 in 2011-12 from the level of 190 during 2010. India has added around 5 million sq ft of retail space in 2010 and approximately 15 million sq ft of space is lined up to get operational in 2011-2012.
The domestic market for leather and leather products in India is about US \$ 3500 million. However, the economic growth of India and the growing affluence of consumers will lead to the significant growth of the domestic market in India for value added leather products and footwear and the domestic market for these products are likely to double in the next five years. Thus there is immense scope for selling value added leather products and footwear.

He added that **Future growth of Global Leather Industry** will continue to be market driven.

We must believe in Technology partnerships with Indian Manufacturers & Exporters for their decided advantages in the integrated developmental plan of the sector.

This presentation is about LIFE ...Your's, Mine, OURS ... How to INNOVATE & How to come to Terms with **CHALLENGES!**

This is the way forward!

In conclusion, he thanked APLF Limited for the opportunity given and said that it was indeed a great honour and a great pleasure.

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8. "I LOVE LEATHER" WALL

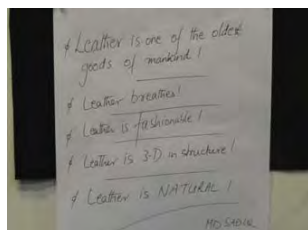
ADJACENT TO THE FORUM IN HALL 1A WAS THE LEATHER CLUB - AN EXPERIENTIAL NEW FEATURE TO THE EXHIBITION.

THE LEATHER CLUB WAS THE VENUE FOR LEARNING AND SOCIALISING WITH A 3-METER LEATHER WALL THAT PROMPTED PARTICIPANTS TO WRITE AND "PIN" THEIR THOUGHTS ON "WHY THEY LOVE LEATHER" AS WELL AS VIEW EDUCATIONAL VIDEOS AND PRODUCT PRESENTATIONS.

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9. MEETING WITH TEAM APLF

APLF
Serving the Global Industry

INDIAN
SHOE
FEDERATION



TEAM CLE, ISF AND CSIR-CLRI MET WITH TEAM APLF TO DISCUSS:

- INVESTMENT POTENTIALS IN INDIA AND
- PROMOTION OF THE FOURTH EDITION OF AMBUR OPEN EXHIBITION.

THIS MEETING WAS HELD ON 25TH MARCH 2013 AT THE APLF SALES OFFICE IN HKCEC, HONG KONG.

- CSIR-CLRI INTRODUCED THE AGENDA AND OBJECTIVE OF THE MEETING.
- PRESIDENT, ISF PRESENTED THE POTENTIALS IN THE AMBUR CLUSTER, THE HIGHLIGHTS OF AMBUR OPEN AND THE NEED FOR SPECIALISED COMPONENTS IN THE INDIAN FOOTWEAR INDUSTRY.
- CLE PRESENTED INDIA POTENTIAL.

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Meeting of Team INDIA with Team APLF

Attending:

Team APLF

- Ms Perrine Ardouin, Event Director, APLF Limited, Hong Kong
- Mr Khamsay Luangpraseuth, APLF Limited, Hong Kong
- Mr Ajay Lal, APLF Limited, Hong Kong

Team INDIA

- Mr KR Vijayan, President, Indian Shoe Federation, India
- Mr Sanjay Kumar, Regional Director (NR), Council for Leather Exports, India
- Mr Sudhrshan, Council for Leather Exports, India
- Mr Md Sadiq, CSIR-Central Leather Research Institute, India

AGENDA

To invite Technology Partnerships and Joint Ventures in India is specialised Components Sector from Component Manufacturers from China and Taiwan and to promote the fourth edition of Ambur OPEN.

The meeting began with a short introduction of the Teams from APLF and INDIA by **Md Sadiq, CSIR-CLRI** who also briefly explained about the purpose of the meeting.

Mr KR Vijayan, President, Indian Shoe Federation made a detailed presentation on:

- The potentials of the Ambur cluster and the manufacturing capabilities
- The need for specialised components like foam-lined man-made/ synthetic shoe upper materials
- Trims and logos made from Rubber, shoe sole moulds and other accessories.
- Ambur OPEN in the last three editions and the way forward with the fourth edition slated for 29-30 June 2013

Mr Vijayan then presented 30 copies of Ambur OPEN 4 brochures to Ms Perrine.

Mr Sanjay Kumar, Regional Director (NR), Council for Leather Exports presented India's potential and investment opportunities in Leather Sector

He began with an introduction of the Council for Leather Exports and quickly moved on to present Overview of the Leather Industry in India. The activities and initiatives of CLE were explained as well.

He touched upon the annual production capacities, the production centres, industry value versus employment chart highlighting that **3 million** workforce employed in leather industry. He explained the export performance in the last two decades and detailed the exports from India in the last five years. Explaining the percentage share of Leather Products in Export Performance, he spoke on the share of the various countries, India's exports to the various countries.

Mr Sanjay Kumar presented the Leather Growth and Employment Projection and highlighted the features of each of the sectors including:

- Finished Leather
- Leather Garments
- Leather Goods
- Footwear Industry

He then presented the future outlook that included: Mega Leather Clusters, Special Focus Initiatives, additional employment opportunities for overall one million people.

He cited certain FDI examples in India and some joint ventures in India and kindly reiterated the need for setting-up JV's in India in the areas of New Components as listed by the Indian Shoe Federation.

Ms Perrine Ardouin, Event Director, APLF Limited who gave patient-hearing to Team INDIA; suggested Team INDIA to take certain pro-active measures to promote 'INDIA' through their Fairs and work towards improving the visibility of INDIA for potential partners to gain confidence in India; for instance,

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Ms Perrine invited Team INDIA to take active part in the forthcoming Shanghai Fair as well as in the next edition of MM&T by bringing Indian Component Manufacturers to MM&T 2014. She also suggested to set-up 'India Component Pavilions' in International fairs.

Mr Md Sadiq intervened and recalled the success of Team APLF in bringing qualitative exhibitors from China and Taiwan to APLF organised IMM&T Fair in Year 2011; to which Ms Perrine felt that India had not sufficiently exploited the opportunity.

Mr Sadiq reiterated that ISF & CLE were looking out for help and assistance from APLF Limited in bringing such qualitative component exhibitors not only to participate in the fourth edition of Ambur OPEN; but also to invest in India.

Ms Perrine Ardouin responded stating that APLF always chose capital cities to organize International Shows and Regions were not in the mandate of APLF.

The discussions were summarised to understand that Team APLD AND Team INDIA will mutually help one another.

The meeting ended with Mr KR Vijayan thanking Team APLF for the opportunity given to Team INDIA for the meeting despite the busy schedules during the APLF Fairs.

Complete presentation of President, ISF is reproduced below:

While we Are looking at improving the PROFILE OF THIS FAIR by bringing in QUALITY international participation; we feel the necessity of having certain Joint Ventures' and co-operation with component manufacturers from china and Taiwan and hence thought that Ambur open 4 could be an opportunity to scout for such 'technology partners' from china and Taiwan. APLF provides the opportunity to find fresh partners and bring businesses together and hence we approach you with this request.

Please allow us to take you through a short presentation on needs of the leather products industry:

Over View of Footwear Components Sector:

- Almost 90 - 95% of the components are produced in micro and small scale sectors in our country.
- India produces 2100 million pairs of Footwear every year estimated at around Rs. 17,000/- Crores out of which footwear components comprise of Rs.5,000/- Crores
- The production of footwear components in the country has grown by 40 to 50% during last 7 years.
- We have started exports of Soles, Insoles, Lasts, Toe-Counters, Textile Linings, Rubber products etc., to recognized buyers in many parts of the world.
- Today we are producing 5000 pairs of Plastic Lasts every day as against 500 pairs about 7 year back and expected to double this capacity.

Vacuum in the components sector

- Foam-lined synthetic materials for uppers & linings
- Rubber based products
- Mould manufacturing
- Trims, accessories, logos

We would be interested in seeking technology partners for the above components.

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AMBUR OPEN 4 IS SLATED FOR 29-30 JUNE 2013 IN AMBUR

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Why Ambur?

AMBUR Leather Cluster is a leading cluster for export of Finished Leather, Shoe Upper and Full Shoes. A number of leading international brands source their supplies from AMBUR Cluster bearing testimony to the competitiveness of the Ambur Cluster.

This natural leather cluster at Ambur belt covers the towns of Ambur, Vaniyambadi, Pernambut, Ranipet, Visharam and Gudiyatham of Vellore District.

The total operating units at Ambur is about 207 with 31600 workers amounting to an annual turnover of Rs.2,800 crores and Export turnover of Rs. 2,400 crores.

Salient features of the Ambur Leather Cluster

- About 16% of finished leather exports originate from Ambur.
- Ambur accounts for 51% of footwear exports, 22% of Footwear Components Export, and about 25% of Leather & Leather Products
- Exports of Southern Region originates from Ambur
- Many leading international brands source their supplies from Ambur
- 10% of the Total Indian Exports originates from Ambur
- 7 among the top 20 exporters of leather and leather products are from Ambur.
- The top ranking shoes exporter and 6 out of 20 top exporters of leather footwear are from Ambur.
- The top ranking footwear components exporter and 3 out of 20 top Exporters of footwear components are from Ambur.
- 3 out of 20 top exporters of finished leather are from Ambur.
- There are 140 tanneries in Vaniyambadi, primarily a tannery town which is located at a distance of 20 kms.

Further it is located in the centre of Vellore District which has got maximum number of leather clusters in the state.

May I please reiterate:

- We are looking out for technology partners for investing in India for manufacturing of shoe components
- We seek your help!

Let this be the beginning of our continued association in the years to come!

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10. AWARDS CEREMONY



A SYMBOL OF EXCELLENCE IN DESIGN, QUALITY AND INNOVATION.

DOING INDIA PROUD WERE:

AQSA INTERNATIONAL, VANIYAMBADI WINNING THE BEST OF APLF AWARD FOR NEW PROCESS TECHNOLOGY FOR LEATHER

FASHION FOLIO, NEW DELHI FOR WINNING THE BEST OF APLF AWARD FOR INTRICATE DETAILING ON LEATHER HANDBAGS DESIGN.

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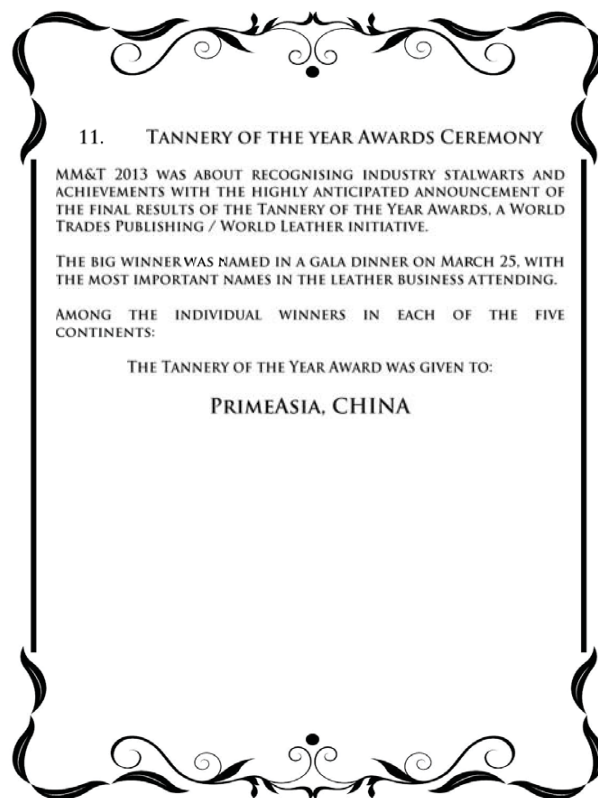


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Tannery of the Year Gala Dinner & Awards Presentations

The presentation of the **Global Tannery of the Year Awards** took place at a Gala Dinner on the evening of **March 25th 2013**, in the glittering surroundings of the **Golden Bauhinia Suite** within the Hong Kong Convention & Exhibition Centre. It was the business event of the year and provided the opportunity to enjoy a spectacular evening.

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Tannery of the Year is a World Trades Publishing / World Leather initiative, supported by APLF Limited.



12. LEATHER FORUM

MM&T 2013 WAS ALSO ABOUT LEARNING NEW TECHNIQUES AND TRENDS WITH THE INSTALMENT OF THE LEATHER FORUM. "DESIGNING WITH LEATHER" SEMINAR ON MARCH 26. CO-SPONSORED BY LEATHERNATURALLY! - AN ADVISORY GROUP CONSISTING OF TANNERS, LEATHER INDUSTRY SUPPLIERS AND OTHER LEATHER ENTHUSIASTS - THE FORUM AIMED TO EDUCATE AND INSPIRE DESIGNERS AND FASHION INDUSTRY PRACTITIONERS ON THE BEAUTIFUL QUALITIES OF LEATHER AS WELL AS MORE MODERN TECHNIQUES AND TRENDS FOR ITS USE.



A NEW SECTOR CALLED SOURCING LUXURY IS SET TO DEBUTED IN HALL 3 BRINGING TOGETHER LEADING PRODUCERS OF EXOTIC SKINS; RARE AND HIGH-QUALITY VEGETABLE TANNED LEATHERS; AND COMPONENTS AND ACCESSORIES MADE OF LUXURY, UNUSUAL MATERIALS. THIS WAS IN RESPONSE TO THE CONTINUING INCREASE IN THE GLOBAL DEMAND FOR LUXURY PRODUCTS.

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13. INDIA PAVILION



- ITPO LED AN INDIAN DELEGATION OF 98 EXHIBITORS AT MM&T
- CLE LED A DELEGATION OF 61 EXHIBITORS FROM INDIA

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14. NEW COMPONENTS SOURCING

THE CONTINUED MISSION OF THE INDIAN SHOE FEDERATION AND THE COUNCIL FOR LEATHER EXPORTS IN PROMOTING JOINT VENTURES IN INDIA AND THAT OF CSIR-CLRI TO SOURCING OF SPECIALISED COMPONENTS LIKE FOAM-BACKED SYNTHETIC/ NON-LEATHER UPPER MATERIALS, RUBBER - BASED TRIMS AND LOGOS, MOULDS FOR SHOES LED THEM TO SUCH EXHIBITORS AT MM&T.

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 奈作企業有限公司
 Nai Tso Enterprise Co., Ltd.




<http://www.naitso.com>
 TAIWAN : naitso.tw@msa.hinet.net
 CHINA : china@naitso.com

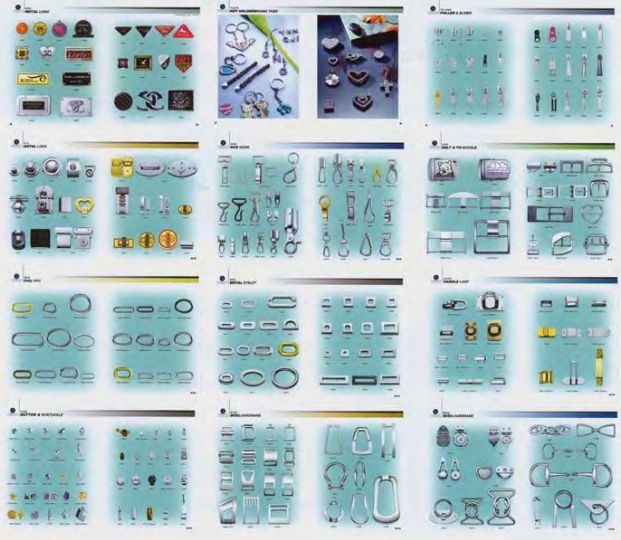
鞋・袋材用料 麻布 針織布 提花布
 PP PE / Nylon Straw

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METAL ACCESSORIES FOR HANDBAGS, BELTS, TRAVELWARE, FOOTWEAR, & LEATHER GOODS



 NOVAH KLT ACCESSORIES LIMITED
 諾華(香港)有限公司


SOME ITEMS FROM OUR CATALOGUE:



FOR MORE, PLEASE VISIT OUR WEBSITE:
[HTTP://WWW.NOVAHKLT.COM](http://www.novahklt.com)

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 ZHEN JIA METAL



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15. SUMMARY



25 - 27 MARCH 2013

MATERIALS, MANUFACTURING & TECHNOLOGY (MM&T) AND FASHION ACCESS PUT THE SPOTLIGHT ON LEATHER AND FASHION WHEN THEY OPENED THEIR DOORS TO BUYERS FROM ALL OVER THE WORLD AT THE HONG KONG CONVENTION AND EXHIBITION CENTRE (HKCEC) ON 25TH MARCH 2013.



At MM&T, a total of 1,193 exhibitors from 53 countries had converged in Hong Kong to present their latest offerings. Of this total, 77% were involved in the leather business, with most dealing in semi-finished and finished leather while the rest were in hides and skins; exotic leather; equipment, chemicals and dyes for tanning, and leather trading. Exhibitors offering synthetic and natural materials as well as components and accessories for use in fashion products made up the balance.

Acknowledged as the most international and most influential leather industry event in Asia-Pacific, if not the world, MM&T had again drawn the top names in the business including some of the best and oldest tanneries from traditional leather-producing countries such as England, Italy, France, Spain, Germany and South America.

Many of the issues affecting the industry were discussed at the fair. Discussions in the 3 days of the fair included the rising prices of hides, the Chinese government threat to shut down tanneries that fail to comply with environmental guidelines, the banning of Brazilian hides by China due to BSE, among others.

During MM&T the winner of the Tannery of the Year Award was named. This is one of the biggest events in the leather industry calendar and the award is highly-coveted by tanneries throughout the world.

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For Fashion Access, 524 exhibitors from 22 countries showcased their Fall/Winter 2013-2014 fashion collections. There were 129 first-time exhibitors from Asia and Europe, indicating the growing popularity of the fair that caters primarily to bag buyers. Close to half of the fair features contract manufacturers, mostly from China, as well as independent brands producing the full gamut of bag styles.

Fashion Accessories and Small Leathergoods are the second biggest sector at the show while footwear comes in third. Seen at the show were a wide variety of footwear styles from exhibitors from Italy, Spain, France, USA, China and other Asian countries.

Fashion Access also featured the trendiest fashion collections of some 40 Indian exhibitors who made up Indian pavilion, organised by the Council of Leather Exports of India.

The fair also brought Turkish fashion design to Hong Kong with the special installation produced by renowned Turkish designer Umit Unal. The 15-piece garment collection uses leather and fur selected from Turkish tanneries that had also exhibiting at MM&T.

MM&T and Fashion Access were organised by APLF Limited.

25 - 27 MAR 2013

Materials, Manufacturing & Technology
Hong Kong Convention and Exhibition Centre



Fact Sheet (as of 18 Mar 2013)

Fair Dates	25 - 27 March 2013 (Monday to Wednesday)
Opening Hours	9:00am - 6:00pm daily
Location	Hall 1, Concourse 1 and Hall 3B & 3C, Concourse 3 (Hong Kong Convention and Exhibition Centre, Wanchai, Hong Kong)
Organisers	APLF Limited
Managers	UBM Asia Limited
Area	Over 26,580 sqm (gross area)
Number of Exhibiting Companies	1,193 exhibitors from 53 countries and regions including Afghanistan, Argentina, Australia, Bangladesh, Belgium, Brazil, Canada, China, Colombia, Czech Republic, Denmark, Egypt, Eritrea, Estonia, Ethiopia, Finland, France, Germany, Hong Kong, Hungary, Iceland, India, Indonesia, Iran, Italy, Japan, Korea, Malaysia, Mexico, Mongolia, Netherlands, New Zealand, Pakistan, Paraguay, Philippines, Poland, Portugal, Russia, Saudi Arabia, Singapore, South Africa, Spain, Switzerland, Taiwan, Thailand, Tunisia, Turkey, UK, United Arab Emirates, USA, Venezuela, Vietnam and Zambia (To be audited)
Number of International Pavilions	26 group pavilions from 19 countries and regions including Brazil, China, Egypt, Ethiopia, France, Germany, Hong Kong, India, Italy, Japan, Korea, Pakistan, Portugal, Spain, Taiwan, Thailand, Turkey, United Kingdom and USA
Number of First-time Exhibitors	87 first-time exhibitors from Bangladesh (1), China (30), Egypt (1), Finland (1), Hong Kong (10), Hungary (1), India (19), Italy (5), Japan (3), Korea (2), Mongolia (1), Pakistan (1), Philippines (2), Russian Federation (1), Taiwan (4), Thailand (1), Turkey (2), UK (1) and USA (1)
Exhibits' Profile	A comprehensive range of exhibits including:- <ul style="list-style-type: none"> Raw Hides & Finished Skins (Hall 1) Semi-Finished Leather / Finished Leather (Hall 1 & 3C) Exotic Leather (Hall 1) Synthetic/ Natural Materials (Halls 3B & 3C) Components & Accessories (Halls 3B & 3C) Shoe Components (Halls 3B & 3C) Process Chemicals & Dyes (Hall 1) Tanning & Shoe Machinery (Hall 1) Equipment & Tools (Hall 1) Technology, Testing Laboratories, Trade Press and Other Services (Hall 1 & Concourse 1)
Visitors' Profile	<ul style="list-style-type: none"> Agent of branded products Brand owners Buying Office Distributor Department Store / Chain Store Exporter E-tailer Manufacturer of Leather / Synthetic Materials Importer Tanners Trader of Hides & Skins

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APLF Limited
110, China Warehouse Building
28th Floor, Road 1, Wanchai, Hong Kong
Tel: 452 2022 ext 1, 8152 4048 2700 (987-888)
www.aplf.com



25 - 27 MAR 2013

Materials, Manufacturing & Technology
Hong Kong Convention and Exhibition Centre



Fact Sheet (as of 18 Mar 2013)

Exhibiting Companies by Country and Origin

Country / Region	No. of exhibiting companies	Country / Region	No. of exhibiting companies
1. Afghanistan	2	28. Malaysia	2
2. Argentina	8	29. Mexico	12
3. Australia	5	30. Mongolia	5
4. Bangladesh	8	31. Netherlands	4
5. Belgium	1	32. New Zealand	6
6. Brazil	42	33. Pakistan	52
7. Canada	1	34. Paraguay	1
8. China	251	35. Philippines	2
9. Colombia	3	36. Poland	3
10. Czech Republic	1	37. Portugal	12
11. Denmark	1	38. Russia	3
12. Egypt	16	39. Saudi Arabia	2
13. Eritrea	2	40. Singapore	8
14. Estonia	1	41. South Africa	8
15. Ethiopia	11	42. Spain	15
16. Finland	3	43. Switzerland	3
17. France	39	44. Taiwan	34
18. Germany	22	45. Thailand	32
19. Hong Kong	147	46. Tunisia	1
20. Hungary	1	47. Turkey	64
21. Iceland	1	48. United Kingdom	18
22. India	98	49. United Arab Emirates	2
23. Indonesia	3	50. USA	36
24. Iran	1	51. Venezuela	1
25. Italy	149	52. Vietnam	1
26. Japan	17	53. Zambia	1
27. Korea	31		
Grand Total		1,193	

Percentage of the Exhibiting Companies by Product Sector

Product Sector	Percentage of Exhibiting Companies
1. Hides & Skins	14.9%
2. Semi-Finished Leather / Finished Leather	41.9%
3. Exotic Leather	5.0%
4. Synthetic / Natural Materials	11.6%
5. Process Chemicals & Dyes	3.9%
6. Components & Accessories	6.0%
7. Tanning / Shoe Machinery / Equipment & Tools	5.3%
8. Trader of Hides / Skins / Leather	6.4%
9. Trade Press / Institutions / Associations	2.8%
10. Business Solution & Technology	2.2%
Grand Total	100%

- End -

APL Limited
13/F, China Resources Building
26 Harbour Road, Wanchai, Hong Kong
T 852 2827 6211 F 852 2827 6212
www.apl.com



25 - 27 MARCH 2013

Fashion Access
Hong Kong Convention and Exhibition Centre



Fact Sheet (as of 18 March 2013)

Fair Date	25 - 27 March 2013 (Monday to Wednesday)
Opening Hours	9:00am - 6:00pm daily
Location	Halls 3C-3G & Concourses (Hong Kong Convention and Exhibition Centre, Wanchai, Hong Kong)
Organisers	APLF Limited (Hong Kong Convention and Exhibition Centre, Wanchai, Hong Kong)
Managers	UBM Asia Limited
Area	Over 15,538 sqm (gross area)
Number of Exhibiting Companies	524 exhibitors from 22 countries and regions (To be audited)
Number of International Pavilions	13 group pavilions including Bangladesh, China(2), Hong Kong, India(3), Indonesia, Japan, the Philippines, Pakistan, Taiwan(2)
Number of First-time Exhibitors	129 first time exhibitors from Bangladesh, China, France, Hong Kong-based, India, Indonesia, Italy, Japan, Pakistan, Philippines, Singapore, Spain, Republic of Sri Lanka, Taiwan and Thailand.
Exhibits Profile	A comprehensive range of fashion products including: <ul style="list-style-type: none">BagsBranded Fashion CollectionsFashion AccessoriesFootwearGarmentsSmall Leather GoodsSustainable ProductsTravelware
Visitors' Profile	<ul style="list-style-type: none">AgentsBuying OfficesDepartment storesDistributorsImportersPrivate labelsRepresentatives of fashion brandsRetailers & Boutique buyersWholesalers

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25 - 27 MARCH 2013

Fashion Access
Hong Kong Convention and Exhibition Centre



Exhibiting Companies by Country and Origin

Country / Region	No. of exhibiting companies
1. Australia	3
2. Bangladesh	13
3. Cambodia	1
4. Canada	1
5. China	173
6. France	2
7. Hong Kong	164
8. India	61
9. Indonesia	13
10. Italy	11
11. Japan	28
12. Korea	6
13. Pakistan	13
14. Philippines	8
15. Portugal	1
16. Singapore	2
17. Spain	2
18. Taiwan	16
19. Thailand	2
20. Turkey	1
21. United Kingdom	1
22. Vietnam	2
Grand Total	524

Percentage of the exhibiting companies by product sector

Product Sector	Percentage of Exhibiting Companies
1. Bags	44%
2. Fashion Accessories and Small Leather Goods	24%
3. Garments	10%
4. Travelware	2%
5. Footwear	15%
6. Fashion Design Consultancy & Others	5%
Grand Total	100%

- End -

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