



THE COTTON TEXTILES EXPORT PROMOTION COUNCIL
(Sponsored By Government of INDIA)

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Sub: Inviting participation at FEDERAL TRADE FAIR FOR APPAREL & TEXTILE, MOSCOW, RUSSIA

Dear Member,

We have been informed by SRTEPC that they are organising India Pavilion at FEDERAL TRADE FAIR FOR APPAREL & TEXTILE, MOSCOW, RUSSIA from 20th – 23rd September 2016. This is one of the export promotion activity funded by the government under the MAI Scheme wherein all EPCs are seeking joint participation. TEXPROCIL has extended its support to the event and invites our members to participate and avail of benefits under the export promotional scheme of Govt. of India.

The exhibition will be visited by leading Russian and other CIS countries textile buyers / importers / agents. Participation in this Exhibition will provide member-companies an excellent opportunity to establish trade-contacts with prospective Russian customers, and enhance their Exports to this market and entire CIS region.

Russian textile & clothing market

- The Russian textile & clothing market will be growing at about 3.5–4% by the end of the year in terms of value to reach 3.21 trillion roubles (US\$ 60.9 billion approx.)
- With China losing its position as the world's leading textile manufacturer and Russia's strained relationship with Turkey open Russia for exports from countries like India, Bangladesh, Vietnam, etc.
- There are two major factors that make textile products imports to Russia from countries like India, Bangladesh, Vietnam, etc. more

competitive than from China are the prices and the lower import duties imposed by the Russian government.

- Russian brands now opt for combined production. They purchase textiles including yarn, fabric, accessories, etc. from abroad and then convert/sew in Russia where the cost of doing so is cheaper.

Why to Participate In Russia- An Emerging Textile Hub?

- During 2015, Russia imported about US\$ 8 bn of textile products from the world in which India's share was only 3% (US\$ 271 mn). Imports of Cotton textiles by Russia in 2015 were US\$ 1.14 bn and India's share was only 3% (US\$ 32 mn).
- More than 50% of the world's leading retail chains now operate in Russia. This has taken the country to an exclusive club of nations that command such attention from global merchandisers, with the existing members including the UK, the US, the UAE and China. A total of 52 global retail chains launched their first stores in Russia in 2015. 40 of them were opened in Moscow alone. Apart from Moscow, the most popular Russian cities with multinational retailers are St Petersburg, Yekaterinburg, Nizhny Novgorod and Samara. All of these cities are home to international standard shopping malls complete with globally significant anchor retailers, including Ikea (Sweden), OBI (Germany) and Auchan (France). Among the retailers making their Russian debut in 2015 also include Tsumori Chiasto, MCS, Malo, Nelva and Henry Cotton's.
- In April of this year, the World Bank predicted that Russia would return to growth by a modest 1.1 per cent in 2017.
- Russia is the one of the largest market for Turkish textile exports. However, the recently developed strained relationship between Russia and Turkey has opened up opportunity for Indian textile exports. This is a good prospect for our Members to enhance their exports to from 20th – 23rd September 2016. Russia by establishing business contacts in the Russian market and to explore new opportunities, meet new buyers/importers and gain a foothold in this growing market.

In view of the above salient points, Russia has emerged as a potential and attractive market for export of textile products from India. For more details you may download the attached Note on **Market Potential for Indian Textile Products in Russia** ([Click Here](#))

About FEDERAL TRADE FAIR FOR APPAREL & TEXTILE, MOSCOW, RUSSIA

Dates: 20th – 23rd September 2016 [4 days]

Venue: All-Russian Exhibition Centre, Moscow, Russia

Focus Products: All types of yarn, fabrics, made-ups, home textiles, and garments.

Organisers: RLP-Yarmarka, LLC

FEDERAL TRADE FAIR has established itself as an important Textile Fair in Russia, **which attracts a large number of buyers of textile products from Russia including entire CIS region and other major textile importing countries across the world.** The Fair is regularly visited by textile/clothing manufacturers, large scale retailers, wholesalers, chain stores, departmental stores, buying houses, leading agents including Fashion Designers.

Participation Fee:

This event is organized under MAI Scheme and hence a discounted rate of Rs. 1.35 lakhs has been fixed towards Participation Fee for a standard furnished booth of 9 sqm. It may be noted that this amount of participation fee does not include expenses relating to hotel accommodation, air-ticket of the representatives, etc.

Advantages of participation in India Pavilion

- Additional Pre Event Publicity for India Pavilion
- Brand India' promotion at the Venue during the event
- Your Company brief profile on the event publicity material
- Right event to meet importers of yarn, fabrics, made-ups, home textiles, and garments from Russia and entire CIS region as well as buyers visiting the Fair from major importing countries.

How to Apply: As the availability of space is limited and the participation is based on First-cum- first-served basis, interested member-companies are requested to confirm their participation by sending the duly filled "Application Form" enclosed herewith along with the participation fee as mentioned above at the earliest (No application will be accepted after **30th July, 2016**).

The payment for participation can be sent directly to the TEXPROCIL H.O. in Mumbai at the below mentioned address by Cheque/ Demand draft drawn in favour of 'The Synthetic & Rayon Textiles Export Promotion Council, Mumbai' on or before 30th July, 2016. Please note that the applications received by the Council without the payment will not be considered for confirmation of participation in the Fair.

Application for **FEDERAL TRADE FAIR** September 2016 ([click here](#))

GUIDELINES FOR THE ALLOTMENT OF BOOTHS:

- All the participants who pay the full participation fee on time would be considered for allotment of booths through draw-of -lot / alphabetical order.
- Applications will be considered on FCFS basis.
- The decision of Council would be final in case of any confusion/dispute.
- For the allotment of booths, where any vacancy arises after the draw of lot, the same would be subject to the discretion of the Council.

- No change in the booths, once allotted would be entertained under any circumstances.

MAI funding

In accordance with the recent amendments in the MAI guidelines and conditional approval from the

Ministry of Commerce, funding / subsidy is available subject to the following important criteria:

- Only if a minimum of 50 'eligible' exporters participate in this event, MAI funding will be available.
- Those exporters who have already availed subsidised fee structure under MAI scheme for 3 or more times including past participation will not be considered as 'eligible' participants to avail MAI benefit for further participation at this event.
- Those exporters who have already availed MAI benefit for 3 or more times can participate by paying full participation fee.
- In the event of participation of at least 50 exporters (for the 1st or 2nd or 3rd time), applicable MAI benefit will be passed on to eligible exhibitors after finalisation of the participation.
- An exporter can avail MAI benefit for participation in a maximum of 2 approved events in a financial year.

Booth Package: The Standard booth package for participation in the Fair includes fascia board with the company name, one display table, one round table, four chairs, four spotlights, one power socket, entrance pass, cleaning and night-time guarding.

CANCELLATION

In case of cancellation / withdrawal of participation by Members, participation fees will be forfeited as follows:

Less than 30 days prior to start of the event : Up to 100%

30 - 45 days prior to start of the event : Up to 75%

46 days or earlier to the start of the event : Up to 50%

Should you require any other information in this matter, we will be glad to answer the same.

For further details please contact:

Mr. Rajesh Satam / Mrs. Mrunal Sawant

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We solicit your participation in FEDERAL TRADE FAIR FOR APPAREL & TEXTILE, MOSCOW, RUSSIA to be held in September 2016.

Regards,

Siddhartha Rajagopal

Executive Director
TEXPROCIL