



# Textile Events

THE LEADING TEXTILE EXHIBITIONS PLATFORM WITHIN THE UK

# About Textile Events

1979: John Kelley becomes a textile agent for the UK, setting up his own company in 1990. Since then he has developed business for mills based in Italy and Turkey

2007: Launch of the first The London Textile Fair which had 25 exhibitors set out in 2 rooms in a small club in Marylebone (Central London)

2013: With more than 200 exhibitors TLTF moves to the Business Design Centre catering for European exhibitors

2015: Launch of Texfusion with 50 exhibitors, to accommodate increasing request from manufacturers based outside Europe

2016: Texfusion moves to the Business Design Centre with over 100 exhibitors

2017: Texfusion: Launch of new sections, beside fashion fabrics and accessories: technical Fabrics and garments

2018: TLTF reaches full capacity with around 500 exhibitors

2018: Texfusion: Launch of new section dedicated to denim in March 2018

# The London Textile Fair

## VIDEO TLTF

TLTF is the leading textile fair in the UK

500 exhibitors in 4 Halls

5500 visitors per edition

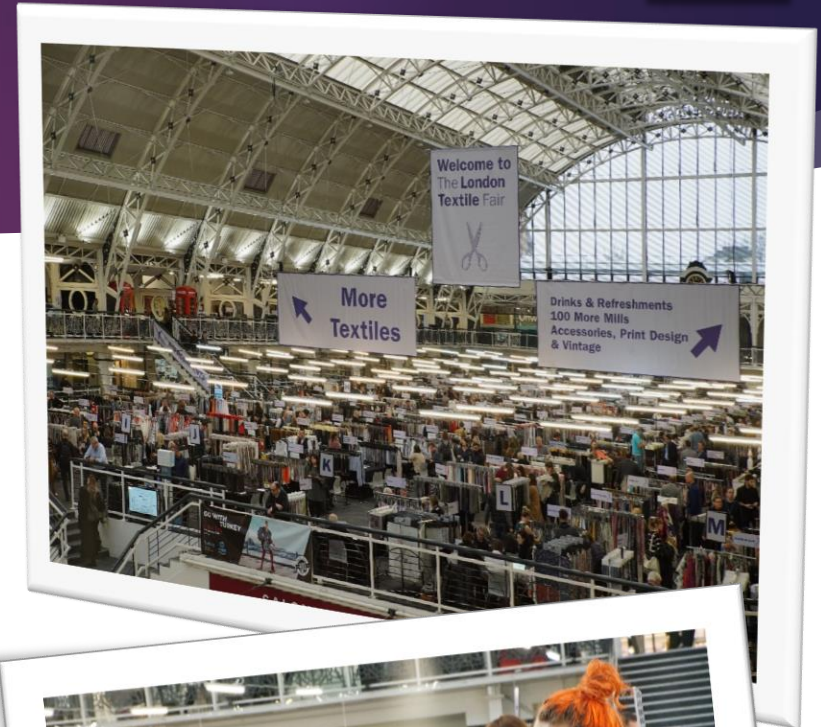
2 editions per year – January / July

The first exhibition of the season: showcasing Pre-collections and current season highlights

European Manufacturers (98%): from Italy, Turkey, Portugal, France, Spain, Greece, The Netherland...

Products: Fashion fabrics, accessories, print studios, vintage garments

TLTF has reached full capacity last year with a waiting list of 30 companies for the next edition



# The London Print Design Fair

## VIDEO TLPDF

London – International creative hub

Large community of Print Studios based in London

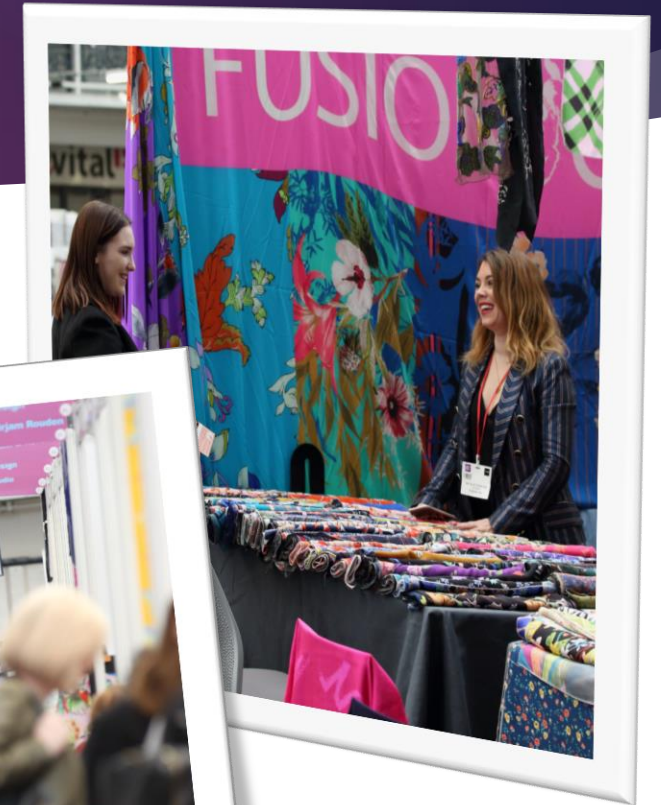
Creativity VS Innovation

Section dedicated to Vintage Garments

TLPDF is held 4 times per year – together with TLTF and Textfusion

50 Studios attend regularly

70% of the studios comes from the UK



# TEXTFUSION

## VIDEO TEXTFUSION

Textile Events launched Textfusion in 2014 to accommodate the increasing demand from manufacturers based outside Europe.

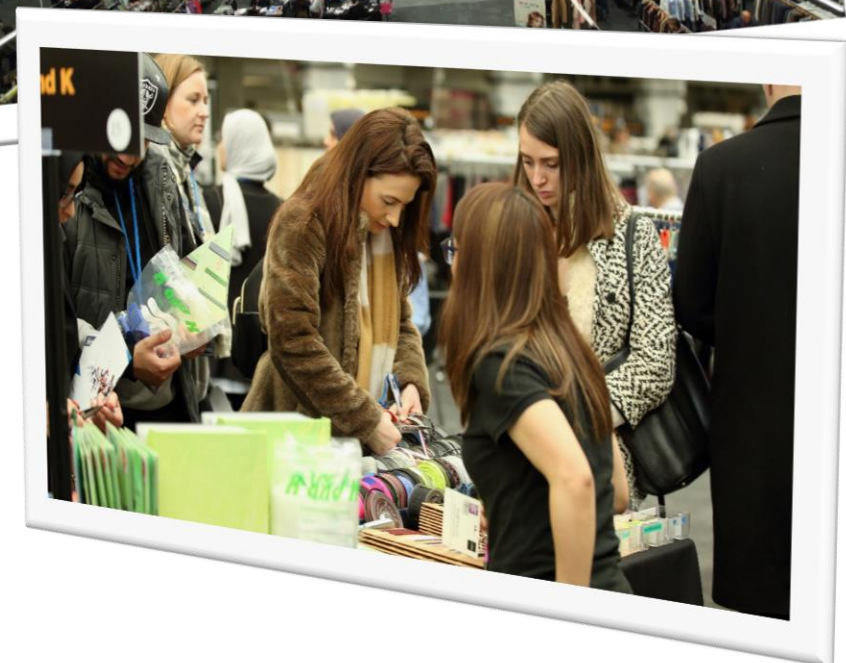
200 exhibitors forecasted for the October 2018 edition

2500 visitors per edition

2 editions per year: March / October

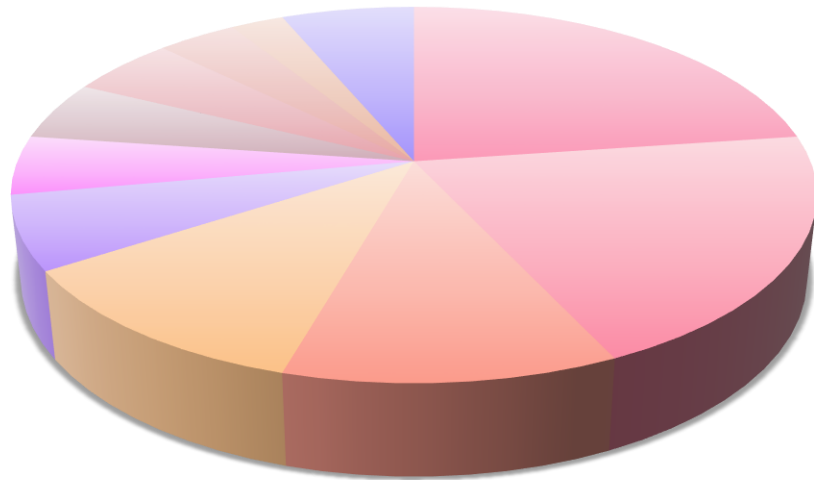
Products: fashion fabrics, accessories, denim, garments, technical fabrics

International manufacturers from **India (21%)**, Taiwan (19%), Turkey (10%), UK (10%), China (6%), Hong Kong (5%), Italy (5%), South Korea (5%), Pakistan (4%), Egypt (2%), Others (Bangladesh, Spain, Indonesia, Thailand, UAE)



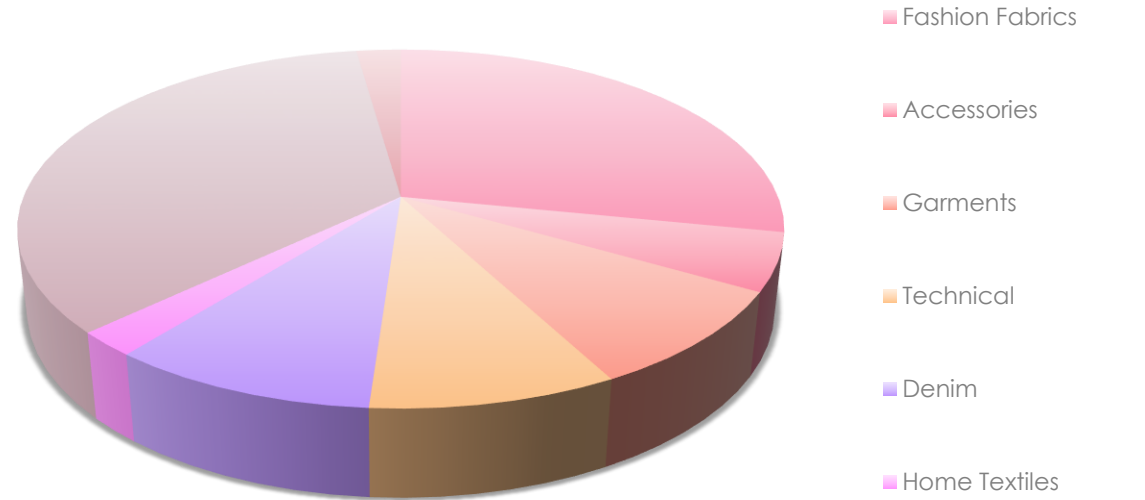
# TEXFUSION - EXHIBITORS

Texfusion March 2018 - Exhibitor Countries



- India
- Taiwan
- Turkey
- United Kingdom
- China
- Hong Kong
- Italy
- South Korea
- Pakistan
- Egypt
- Others

Exhibitor Sectors - Texfusion March 2018



- Fashion Fabrics
- Accessories
- Garments
- Technical
- Denim
- Home Textiles
- Print Studios
- Vintage Garments

# Visitors

Database of 25000 buyers

90% of visitors coming from the UK, with an increasing interest from European Countries: France, Belgium, The Netherlands, Northern Europe, Germany, Italy...

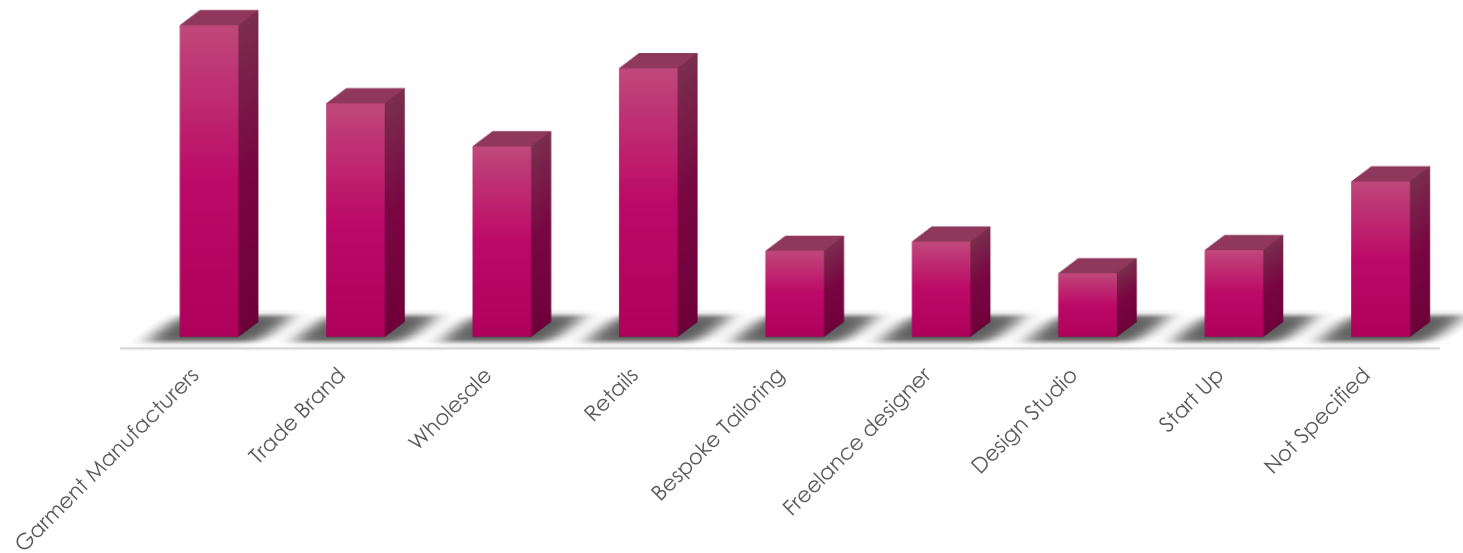
65% of our customers come from Greater London and South East England.

Regular customers: Top Shop, Top Man, John Lewis, Marks & Spencer, Victoria Beckham, House of Fraser, Ted Baker, Dorothy Perkins, Debenhams, Harrods, Wallis, Hobbs, Tesco, Asos, River Island, Coast, Primark, Oasis, Selfridges, British Airways, New Look.....



# TEXFUSION - VISITORS

BUYERS INDUSTRY – MARCH 2018

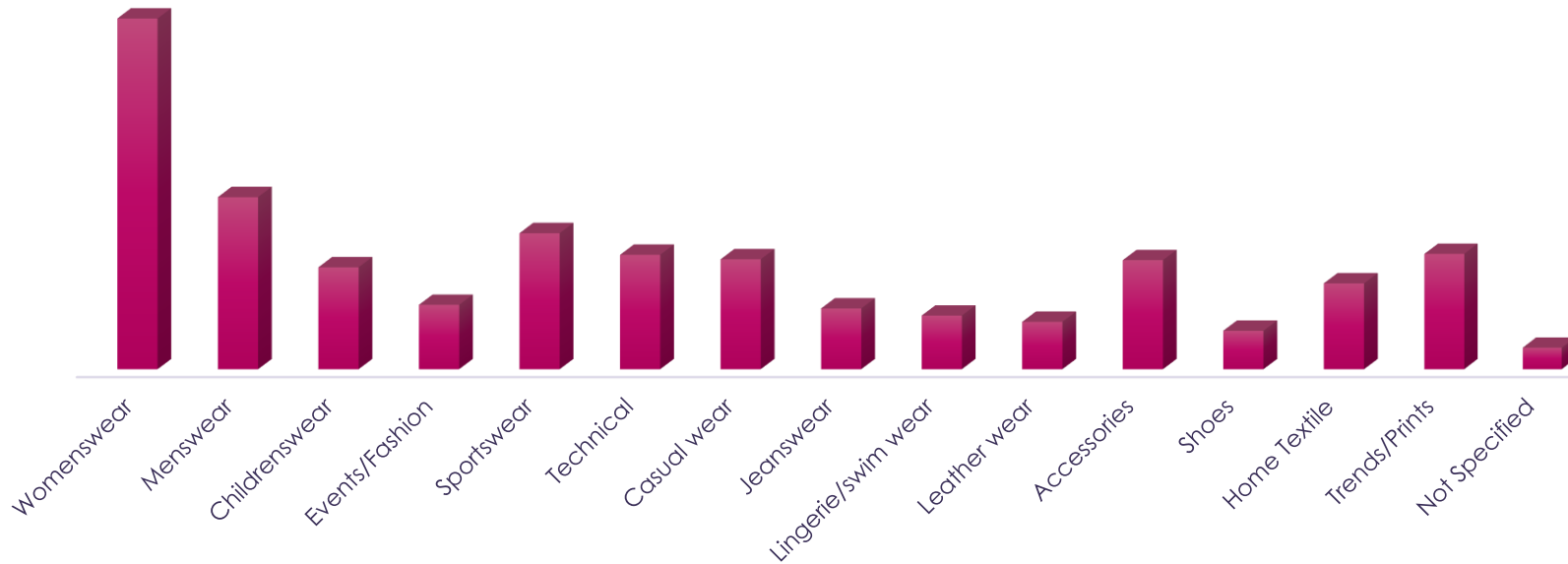


Garment Manufacturers (24%) and retails (22%) have increased in compare to previous editions, the presence of Wholesales and Trade Brands remains the same as before in terms of numbers.



# TEXFUSION - VISITORS

BUYERS MARKET – MARCH 2018



Among our regular customers were Sainsburys, Fat Face, Ted Baker, Debenhams, Marks and Spencer, John Lewis, Disney, Monsoon, M&Co, Topman, Harrods, French Connection, Saint Laurent, Penfield, TKMAXX, Asos.com, Missguided, Superdry, House of Fraser, Tesco, O'Neill, Hugo Boss, Next, Bershka, Topshop, Zara Home, Karen Millen, Warner Bros and many more....

# The Format

Simple: Table and rails (exhibiting space 9sqm). All stands have the same size (9sqm) and format (open space with no walls). Exhibitors are allowed to maximum 3 rails per stand.

All stands have the same price (£1500) and size (9sqm) which includes table (180cm X 70cm), 4 chairs, table sign and table cloth

Low cost – competitive price: our prices are lower than the competition due to the simple format

More accessible – no barriers: the open space creates a friendly atmosphere and doesn't intimidate the customers

Lottery: table numbers are allocated with a lottery. This guarantees that all exhibitors have the same possibility and visibility despite their size and popularity

Mix of products: the lottery guarantees a good mix of products and avoid products' clustering



# The Venue: Business Design Centre

**LOCATION:** Central London, close to the Fashion District and high street

**ACCESSIBILITY:** Easily accessible with public transports and cars

**PRESTIGE:** The BDC is a well known historical landmark. It is a beautiful building located within the “design district”, it has glass ceilings with plenty of natural light

**LONG TERM RELEATIONSHIP:** we have worked with the BDC for the past 5 years and we have established a close business relationship which allows us flexibility and availability of high standard professional support

**HOTEL ACCOMMODATION:** There are many suitable accommodations walking distance from the venue. The agency Eventay offers a wide range of discounted nearby hotels accommodations for Texfusion Exhibitors

[http://www.eventay.co.uk/Eventsv5/evnt\\_home.aspx?evnt=1171TEX18](http://www.eventay.co.uk/Eventsv5/evnt_home.aspx?evnt=1171TEX18)

**HILTON HOTEL** is just beside the venue with 200 rooms available, **EVENTAY** can offer special prices for your delegates



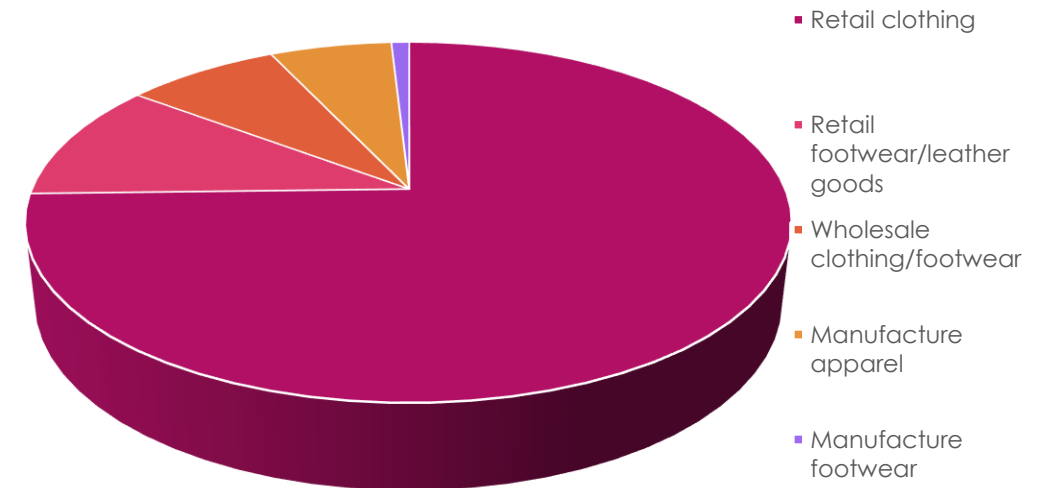
# Our strengths

- ▶ Established position within the industry
- ▶ Location – Central London
- ▶ Complete database of UK based buyers
- ▶ Friendly atmosphere
- ▶ Can do attitude – flexible towards customers' needs
- ▶ Low cost – competitive prices

# The UK Fashion Market 2017-2022

- ▶ **LARGE MARKET:** The domestic market value of the fashion industry is **66 Billion Pounds**, with **2000 businesses** employing around **555.000 people**
- ▶ The Fashion industry is estimated to be **1.7%** of total **UK GDP**.
- ▶ **STABLE GROWTH:** The market covering clothing, footwear and accessories increased by 0.2 per cent in the year ending 24 September 2017 in the UK, Source: Kantar Worldpanel.
- ▶ **FORECAST:** UK clothing market will grow by 16.6% over the next five years to **£51.2bn**, compared to 12.7% over the previous.
- ▶ While growth is 3.9 pts stronger than that of 2012-17, the market will be driven by inflation, staying above the 2.0% mark. (SOURCE Reportlinker)

## Market distribution



# Top British Fashion Brands

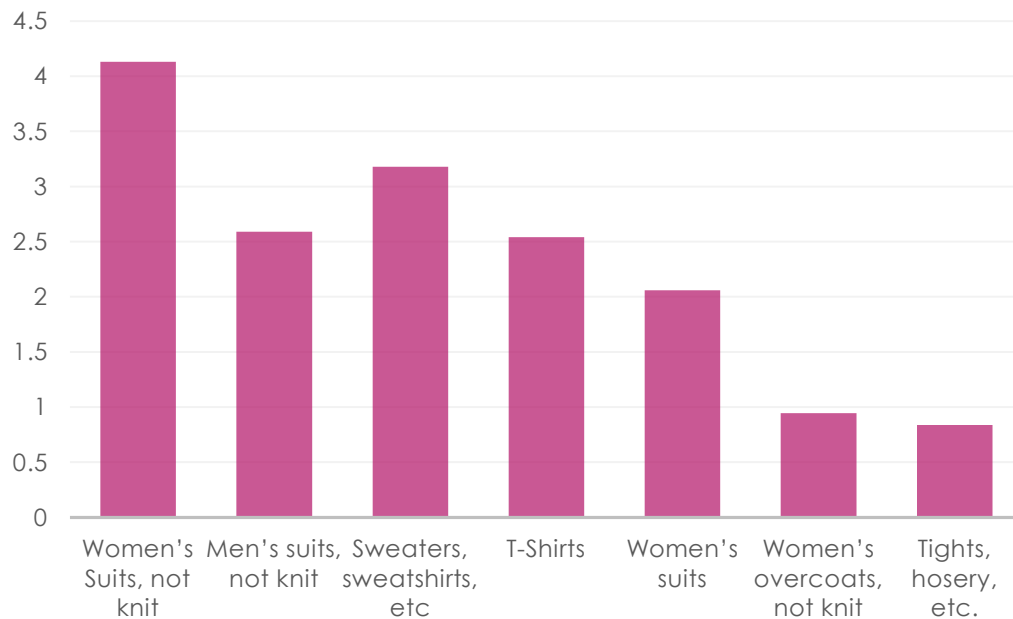
- ▶ **Burberry:** 10 billion dollar. Leading luxury fashion brand and biggest company in the UK
- ▶ **Next Plc:** 7.16 billion dollar. Fast-fashion retailer and largest fashion company in the UK. Next is mostly active in retail market in the UK, where makes most of its 4.0 billion pound of annual sales.
- ▶ **Mark & Spencer:** 6.18 billion dollar. Retail giant and number 3 in the Top 10 largest fashion companies in the UK. With annual sales of 10.3 billion pounds, UK still accounts for 89% of the total sales, although its international presence is increasing.
- ▶ **ASOS:** 6.18 billion dollar
- ▶ The second half on the Top 10 largest fashion companies in the UK includes **Sports Direct**, **JD Sports**, **Kurt Geiger** and **House of Fraser**



# Clothing Imports

The Imports of clothing into the UK is valued 34.4 billion USD

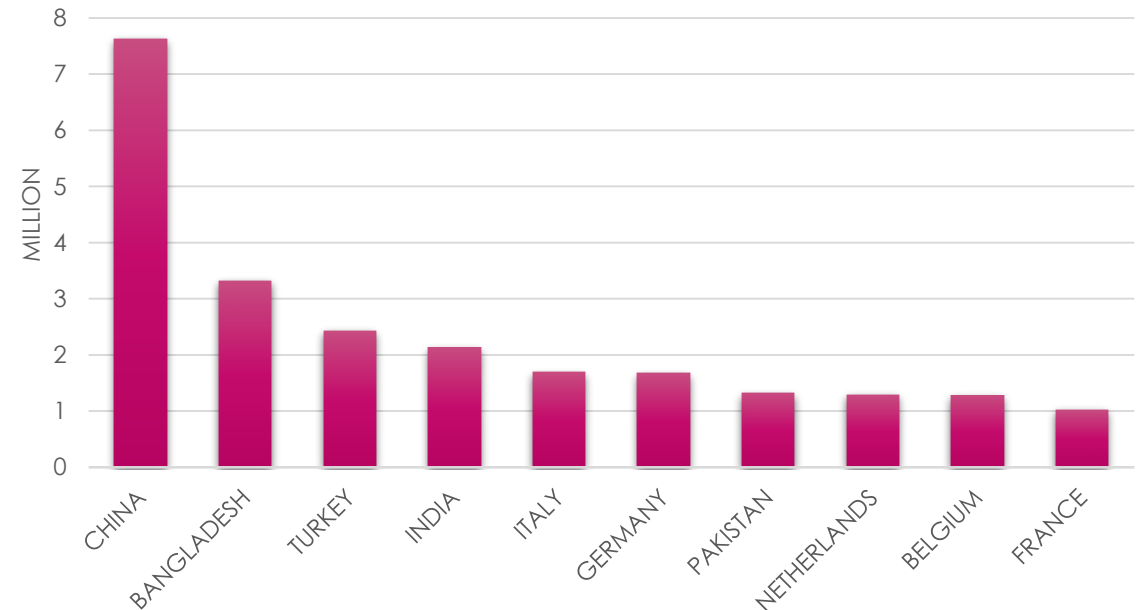
Source: EUROSTAT



In 2016, the top partner countries from which United Kingdom Imports Textiles and Clothing include China, Bangladesh, Turkey, India and Italy.

From all the exports India does with textiles, 24.73% of them go to the UK.

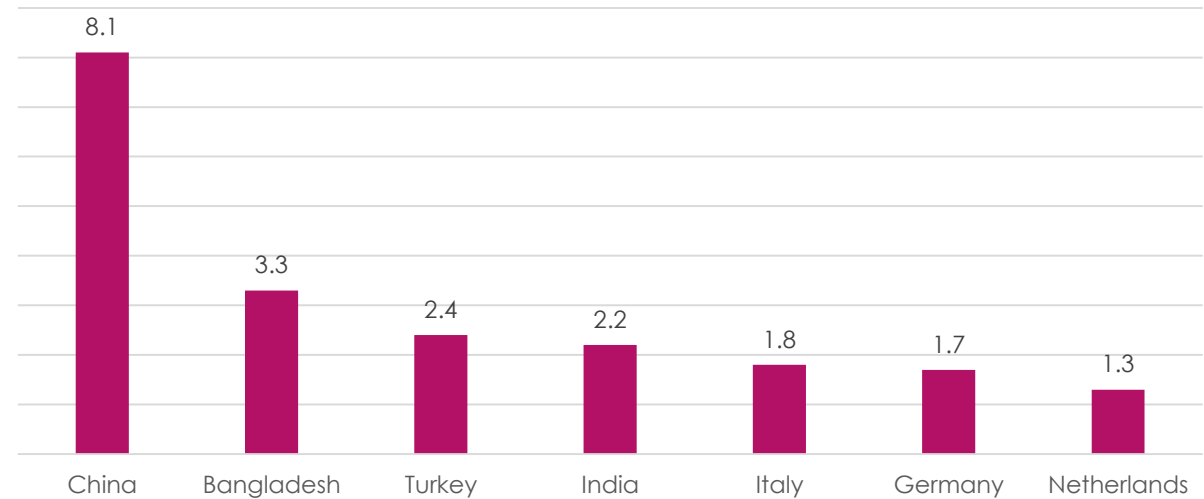
Source: wits.worldbank.org



# Textile Imports

- ▶ Significant growth in the imports of both textiles over the past 15 years (5% stable annual increase from year 2014)
- ▶ Main textile sourcing Countries: China, India, Bangladesh and Turkey
- ▶ Textile imports are valued 33.6 Billions of USD

Textile Imports - UK 2016 - in Bln of Pounds  
Source Wits.Worldbank.org





# Final Market

- ▶ Population: 65.000.000 circa
- ▶ ~ 45.000 Dollars annual/pro-capite
- ▶ Total Consumer Spending/Annual: 53 billion British Pounds
- ▶ 6% rise for 2017 in compare to the previous year
- ▶ Fastest growing sector: men's and women's outerwear
- ▶ Largest section: women's outerwear 26.5 billions British Pounds



# Brexit Implications

Buyers looking for **better deals**

Research of **new business partners** outside Europe

Brexit provides an opportunity for India to increase its textile and apparel exports to UK in medium to long term by signing a **Free Trade Agreement (FTA)**. India and EU have been discussing FTA since 2007 and even after 16 rounds of negotiations the deal is nowhere near to conclusion. With Britain's exit from EU in next few years, it will gain direct control of its trade decisions which so far have been dictated by slow moving EU machinery.

# Conclusions: Why to join Texpfusion?

- ▶ Leading textile and apparel show in the UK
- ▶ Reputation and Reliability of Textile Events
- ▶ Our support: we provide Visa invitation letters to our exhibitors which are regularly accepted by the authorities
- ▶ Increasing number of exhibitors VS Margin for expansion
- ▶ Creativity of UK design VS Insufficient internal production (the need of external partners)
- ▶ Large and stable final market (internal and international)



Thank you!

Thank you for your attention

[VIDEO - The London Fly Fishing Fair](#)

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