

# **Russian Technical Textiles Market Opening its Way for Indian Suppliers amid Challenges on Imports from China**

## **Textiles Industry in Russia**

Russia's textile industry has traditionally focused on natural textiles, but the country is now working to evolve its products to include more synthetic and technologically produced textiles. The current market of technical textiles in Russia relies on imports, majorly from China.

Russia has an installed capacity of about 5.5 million Ring Spinning Spindles, 70,000 Rotors Spinning Spindles, 27,000 Draw Texturing and 60,000 Shuttleless Weaving machines. However, Russia is more involved into production of Apparels.

## **Russian Market Trends**

- With Russia's growing automotive sector, healthcare and construction industry, the internal demand for technical textile will rise.
- In Russia, Technical Apparel's manufacturing has an edge. Therefore, for Fibre, Yarns, Fabrics and Made-ups Russia depends on imports.
- China relishes the advantage of proximity to Russia which leads to lesser Logistic cost as compared to India. Chinese suppliers are capable of providing equivalent Technical Textiles items to Russia at 30% lesser rates from India.
- The Russia technical textile market generated a revenue of USD 4,512.8 million in 2022 and is expected to reach USD 6,175.9 million by 2030, registering a CAGR of 4% from 2023 to 2030.

## **Payment Mechanism to Russia**

As advised by the Embassy of Indian in Moscow, the Rupee-Ruble payment is facilitated by the SBER Bank in India. The Council is planning to organize a Webinar in association with Embassy of India in Moscow and SBER Bank to guide the exporters about the payment mechanism to Russia.

## Outcome Report on Technotextil 2024

### Participation of Indian Companies at Technotextil 2024

As part of the Council's Export Promotion Program, participation of 17 Indian companies at 20<sup>th</sup> Technotextil was organized in Moscow, Russia from 03 to 05 September 2024. The participation of Indian companies in the Technotextil 2024 event was organized by the Council with the support of Ministry of Commerce & Industry under the MAI Scheme of Government of India.

### About Technotextil 2024

At the 20<sup>th</sup> Technotextil, international exhibitors presented the entire spectrum of technical textiles, nonwovens, functional apparel and textile technologies. Hometextile and Design the leading trade fair for the home textiles took place parallel to Technotextil. There were more than 5,000 visitors from 28 countries and above 300 exhibitors participated in the show. At the fair, the density of forward-looking textile solutions that are transforming entire industries was particularly noticeable. Majority of visitors, included producers, engineers, architects, processors, industrial designers, clothing and construction material manufacturers, R&D decision-makers, medical developers, etc.

### Inauguration of India Pavilion – September 03, 2024

The India Pavilion at Technotextil 2024 was inaugurated by **H. E. Ms. Gina Uika**, Deputy Chief of Mission, and **Mr. Rajnish Patidar**, Second Secretary (Economic and Commercial Wing), Embassy of India in Moscow, Russia in the presence of Indian Exhibitors, Organizer of



*Inauguration of India Pavilion at Technotextil 2024 by H. E. Ms. Gina Uika, Deputy Chief of Mission, and Mr. Rajnish Patidar, Second Secretary, Embassy of India in Moscow, Russia*

Technotextil 2024 and some of the visiting buyers. After inaugurating the "India Pavilion", H. E. Ms. Gina Uika and Mr. Rajnish Patidar personally visited the booths of participating Indian companies and interacted with them, which was encouraging to the participants.

Shri Aishwary Jaiswal, Joint Director, MATEXIL (formerly SRTEPC) presented a Dossier on Export Potential of Technical Textiles, prepared by the Council, to **H. E. Ms. Gina Uika**,



*Presenting Dossier to Deputy Chief of Mission, Ms. Gina Uika by MATEXIL*

## Outcome Report on Technotextil 2024

Deputy Chief of Mission, and **Mr. Rajnish Patidar**, Second Secretary (Economic and Commercial Wing), Embassy of India in Moscow, Russia.

### Feedback from the Participants

#### 1. About the Russian Market:

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*Indian companies have good opportunities and potential to export Technical Textiles products to Russia. A dedicated Resource and a focused approach can surely crack the Russian Market. However, Government support is required for increasing exports to Russia*

**Ginni Spectra**

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*Amid China's stiff competition over Price, the market in Russia is slowly opening for Indian Suppliers. Indian companies are in good position to supply to Russia.*

**Supertech Fabrics**

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*Support from Government is required to resolve the challenges like Banking, Shipping, etc. to make the Indian supplier competitive as compared to China and Turkey.*

**Shankar Techx**

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*Russia buyers want to work with Indian Suppliers as they are facing several Challenges from China on Commercial terms and payment.*

**Khosla Profil**

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*This was our First Visit to tap the Russian Market, and it was a good experience. It is suggested to visit such market every year to maintain the relationship with the Buyers.*

**Autotech Nonwovens**

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*Russia is good market for Fabrics and demand is increasing.*

**Redfort Industries**

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## Outcome Report on Technotextil 2024

### 2. About the Fair and its Arrangements

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*Overall, I am impressed with the arrangements at the fair. Great job on the fair Arrangements, Clear Signages, comfortable spacing and convenient amenities made for smooth and joyful experience*

*Aim Nonwovens*

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*Thanks to MATEXIL for organizing such a wonderful expo in Russia. It is a new market for us, but we did a great show with your help and support.*

*Jai Syntex*

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*Really appreciate the Efforts of MATEXIL for the smooth clearance at Immigration.*

*Supertech Fabrics*

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### Response at the Exhibition



During the 3-day Show, Indian exhibitors had fruitful interactions with their existing and new overseas & Russian buyers. Most of the participants were able to develop potential trade contacts, while some of the participants have received positive enquiries and spot bookings of orders have also been reported. Some of the Indian participants have reported that they have got enquiries and business orders are under negotiation. Most of the participants have expressed their desire to participate in the 21<sup>st</sup> edition of Technotextil to be held in the year 2025.

### Conclusion

As the Textiles Industry in Russia has huge demand for importing Technical Yarns and Fabrics for producing apparels, Russia has been traditionally an important market for importing value-added textiles i.e. technical textiles. The major imports of Technical Textiles in Russia happens from China. However, owing to the challenges in commercial terms with China, India has an excellent opportunity to become a reliable source of supply of Technical Textiles to Russia. The show has also drawn the Indian manufacturer's attention to utilize the opportunity to tap this new market. The Council's follow ups participation in Technotextil 2024 will help to enhance the trade of Technical Textiles between India and Russia.