

Back to India report of delegation led by Smt. Rashmi Verma, Secretary (Textiles)

The details of delegation are as Annexure 1.

The Aims of visit were as under:

- To participate in India Business and Investment meet to project the growing attractiveness of India as an investment destination.
- The business delegates comprising of Chairman of Export Promotion Councils would interact their counter parts in B2B interactions and explore the possibility of Joint Ventures and Technology transfer.
- To conduct field visits and ascertain strength of Italy in dyeing, printing and processing in which they are World leaders.
- Explore the possibility of Joint Ventures in Textile Machinery Manufactures in which Italy is World leader and exports substantial textile machinery to India.
- To hold a Handloom Exhibition in a B2B environment allowing our exporters to showcase their products exhibiting India's rich traditional of Handloom and enabling them to find markets for their products.

The engagements in Italy are briefly described below:

1. India Business and Investment Meet, Bergamo, 4th July 2016

Venue: Confindustria Bergamo Headquarters, Via Gabriele Camozzi, 70

A. The India Business and Investment Meet comprised of a joint session of textiles sector and food processing sector. The interaction was in the form of meeting with prominent textile machinery manufacturers, and representatives of textile industry from Bergamo region. In his opening remarks Mr. Enrico Mongatti,

President Confindustria (Confederation of Industry) of Bergamo gave a brief introduction of Bergamo district and the salient features of the business environment of Bergamo. Italian textile industry, Bergamo is in the Lombardia region of Italy. All around Bergamo the textile industry is very important, even today when production is focussed to a niche of high quality products. The Lombardia Region of Italy, with its main city Milan, is known as a key player in the fashion world. The area is known for its strength in Cotton mills. Vice president, Invest India gave presentation about investment climate in India with its growing market, ease of doing business and thrust on attracting FDI. Our Ambassador in Italy also addressed the meeting. Italy side made presentations about their Export Credit Agency.

- B. The presentation of textile delegation was on the theme of India as an attractive investment destination for textile and apparel (Copy of presentation enclosed) as Annexure-II. The presentation focused on government support and initiatives for textile industry, the new textile package for apparel sector to boost employment, possible areas of collaboration between Italy and India, and the major trade shows in India to which the participants were invited.
- C. A B2B interaction was held which was widely attended by Italian textile industry manufacturers. From the Indian delegation Mr R Rajendran Chairman Textile Machinery Manufacturers Association interacted with the Italian textile machinery manufacturers.
- D. On arrival of Secretary (Textiles), a separate interaction was also held for textile group with participation of Ambassador of India and the delegation.

Secretary(Textiles) addressed the gathering and gave general overview of Indian Textile sector, increasing domestic demand and a vision for enhancing exports.

She emphasized on potential for cooperation with Italy in the areas of processing and textile machinery. The emerging area of technical textile sector was also mentioned.

During interaction , the following main points emerged.

- a) Many Italian companies are interested in R&D projects in the area of technical textiles. We explained the research projects taken up by our Centres for Excellence and explained that most of these research projects are yet to be commercialised. We may share list of such research projects with Italian counter part through their industry associations.
- b) Italian companies wanted to know about the incentive available to machinery manufacturers. We apprised them that ventures involving transfer of technology would be welcome in India and incentives to industrial units are mostly given by the state governments for which Ministry of Textiles can facilitate dialogue with respective state governments.
- c) Mr. Valentina Brignoli, Marketing & Communications (valentine.brignoli@itemagroup.com) of ITEMA informed that they will be interested in supplying textile machinery to Indian customers but it will be initially through exports and local assembly because presently the technology standards of local suppliers in India are not world class. He suggested that Government of India should provide higher subsidies to purchase of high technology machines. He also suggested that India should offer higher level of subsidies for machine made in India in order to promote manufacturing within India.
- d) Mr. Ing. Paolo Archetti, CEO (paolo.archetti@grupponk.it) of Gruppo Tessile Niggeler & Kupfer informed that they are looking for JV partners in India to set up modern processing facilities. Chairman, SREPC was requested to provide information about prospective Indian companies in this regard.
- e) Mr. Giuseppe Pezzini, CEO (Giuseppe.pezzini@pielleitalia.com) of Pielleitalia

informed that their product line is for recipe for colours which consume less water and are more environment friendly. They also expressed interest in working in India in the area of manufacturing yarn from re-cycled PET. They were advised to work with Coimbatore based companies which are also manufacturing re-cycled yarn varieties.

- f) Mrs. Shilpa Anand, (shilpa.anand@eecindia.in) Vice President of Indo Italian Cooperation Forum informed that several private companies have set up pilot projects in Italy in the area of technical textiles. It was also suggested that Indian organizations can buy these Start-up companies which would facilitate transfer of technology.
- g) Mr. Raju Paithankar (raju@printex.it) of Prinitex said that they are in the process of supplying a dehairing plant with Italian technology for production of pachmina wool in India. He also offered that they can also design a customized spinning plant for producing good quality yarn which has a good demand in Italian market. This technology can be followed up by the Wool Division of Ministry of Textiles.
- h) Dr. Sergio Del Re, Sales Director (Sergio.delre@lonatigroup.com) of Lonati SpA informed that they are world leader in manufacturing of machinery for producing hosiery socks. He said that Indian companies are still preferring China made machines. It was suggested to him that there was a need to demonstrate better quality parameters for popularizing Italian technology.

2. Visit to Prato Textile Cluster near Florence, 6th July 2016

Venue: Head Quarter of Textile Cluster, Prato

- A. Prato is leading textile cluster of Italy. It is known as Textile Capital. The textile manufacturing goes back to 12 century AD and it is largest geographical district of Italy for T&A products. Their exports reach 146 countries. The head of the cluster Mr Enrico Mangalti introduced the delegation to the key features

of the cluster. Interaction was also held with Young Entrepreneurs.

B. The key features of the cluster which demonstrate its strength in all facets of textile industry are as under:

- Capability for developing all types of fabrics with any mix of fibre whatsoever.
- Cluster units import fancy yarns and also cotton from India.
- Over 30000 workers employed in 6500 small and medium enterprises. Most units are family businesses. Final mills number around 500. Other units are part of supply chain.
- Capacity to develop over 60,000 samples for the forthcoming seasons (Autumn, Fall and Winter).
- All leading brands source from Prato namely Armani, Dior and Gucci.
- Focus on high end products only.
- Fashion education readily available in the district.
- SMEs have developed niche expertise in textile value chain stages.
- Cluster has also set up a ZLD based common ETP.

C. The delegation was impressed by the strength of cluster and its complete forward and backward linkages. The facts that research is industry driven is a feature which should be introduced in textile cluster of India where in house research is poor. Secretary (Textiles) discussed with the entrepreneurs about exploring joint ventures with Indian companies and to invest in India.

The following four key persons were present in the meeting from Italian side.

- i. Mr. Enrico Mongatti, Coordinatore area organizzazione, amministrazione del personale, sistema informativo, Centro studi
- ii. Mr. Lorenzo Incalgi, Responsabile area economica

- iii. Francesco Marini, Designer Manager, Marini Industries SpA
- iv. Mr. Dott. Alessio M. Ranaldo, Sales Department, ALMA

During interaction, Secretary(Textiles) said that there was good scope for collaboration in the areas of yarn/fabrics sourcing from India and for investment in India in the area of processing. They were apprised of about the varieties of silks and wool produced in India. They were also apprised about handwoven fabrics particularly made from organic cotton and natural dyes, the varieties of hand embroideries including lace and technical textiles which could be sourced from India. Prato side showed interest in cooperation and also in welcoming skilled man power from India. They were ready to enter into cluster level partnerships and agreed for exchange of industry level delegations.

D. This meeting at headquarters of the cluster was followed by a visit to one unit 'Alberto Bardazzi'. The unit is engaged in manufacturers of jersey (stretchable) fabrics which are used in the manufacture of ladies garments. The delegation was informed about the manufacturing process and shown around the factory. The high standards of the factory and the machinery used which shows the technological capability were highly impressive. The delegation was informed that the unit was the leading manufacturer of stretchable fabrics in the world and supply to the all leading fashion brands. The factory operates with a working strength only 40 persons with in house product development capacity. Outsourced circular looms are set up in adjoining premises.

E. A number of Chinese players have set up their facilities here to take advantage of high level industry eco system.

3. India Textile – Handloom & Handicraft Exhibitions, Anzio, Italy from 7th to 9th July, 2016.

The exhibition was originally proposed by Embassy of India in two places viz. at Rome on 7th July, 2016 and at Anzio on 9th July, 2016. However, finally the Embassy organized this event as a three days event at the venue identified by the Embassy at AQ International S.r.l. Via Stradone del Sandalo, 8, 00042 Anzio RM. The event was jointly inaugurated by Smt. Rashmi Verma, Secretary(Textiles), Govt. of India. Shri Anil Wadhwa, Ambassador of India to Italy and Mr. Luciano Bruschini, Mayor of Anzio (TBC). Shri. Alok Kumar, Development Commissioner (Handlooms), Shri V. Kumar, Chairman, HEPC, Shri Dinesh Kumar Chairman, EPCH and Mr. Salvatore Cacciola from AQ International were present.

A detailed report on the exhibition is at Annexure-III

Annexure 1**LIST OF DELEGATES**

Name and Designation	Designation	E-mail ID	Mobile
Smt. Rashmi Verma,	Secretary (Textiles)	secy-textiles@nic.in	9810735544
Sh. Alok Kumar,	Development Commissioner (Handlooms)	alokkumar@nic.in dchl@nic.in	9810589249
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Sh. Anil Rajvanshi,	Chairman, SRTEPC	chairman@srtepc.in	9004041556
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