



AEPC/REG/EP/CPM-Russia/1391

Date:17.07.2023

REVISED CIRCULAR

(Date of extension for receipt of application from 10.07.2023 to 31.07.2023)

AEPC Participating CPM Moscow, Russia from 29th August to 1st September, 2023

Dear Member,

Apparel Export Promotion Council has been participating CPM Moscow in Russia from 29th August to 1st September, 2023.

The Council's would like to give an opportunity to its members to explore Russian market which is most important market for garments within CIS Countries. Imports of RMG into Russia have been increasing for the past five years. The exit of European and US apparel brands post the Ukrainian War has given a huge opportunity for Indian RMG exporters to fill this space.

Indian textile industry can expect a boost to apparel and textile exports to Russia and other countries in the region as International North-South Transport Corridor (INSTC) will connect Moscow to Mumbai through multi-mode transportation facilities. The corridor is expected to decrease the time taken for goods from India to reach Russia and other countries.

2. RUSSIA's APPAREL INDUSTRY:

Apparel imports into Russia have been increasing in the last five years. Russia imports from the world 6575.24 USD Million in 2017 which increased to 7952.65 USD Million in 2021. India's export to Russia has been stable in the last five years. India captured a share of approx. 2% in 2021.

Indian exporters can explore new opportunities in Russia and other countries because it is untapped market yet.

3. APPAREL IMPORTS INTO RUSSIA

Total Apparel imports into Russia ranges between 6-8 USD Bn. in the past five years

| Code | Product label | 2017 | 2018 | 2019 | 2020 | 2021 |
|---------|------------------------------|---------|---------|---------|---------|---------|
| USD Mn. | Apparel | 6575.24 | 7061.74 | 7342.36 | 6913.52 | 7952.65 |
| 61 | Knitted garment (% share) | 48.38 | 47.51 | 48.38 | 44.08 | 50.53 |
| 62 | Woven garment (% share) | 51.62 | 52.49 | 51.62 | 55.92 | 49.47 |

Source – UN Comtrade & AEPC's Analysis

The above table shows that Knitted apparel was the largest imported category in 2022 with a share of 50.53% followed by Woven apparel at 49.47%.

4. Schedule:

The CPM Moscow has been arranged to take place on the following dates:-

| Venue / City | Dates | Days |
|---|---|---------------------------------|
| Expocentre Moscow Krasnopresnenskaya Nab.14 Moscow, Russia | Set up Days : 28 th August, 2023 Fair Days : 29 th Aug. to 1 st Sept.2023 | (Monday) (Tuesday to Friday) |

5. Why you should exhibit in CPM – Moscow, Russia?

[**Please Click Here PDF File to Know**](#)

6. Avail benefit in participation fee on account of MAI grant from Ministry of Commerce:

Eligibility for financial assistance under Market Access Initiative (MAI) scheme:

“A maximum of three participations in a particular trade fair/ exhibition would only be eligible for MAI assistance, i.e. members who have availed assistance three times (including past cases) for a particular fair / exhibition thereafter have to participate in that fair on their own. Further MAI funding support shall only be provided to a member for a maximum of three MAI events in a year. In case of exporter belonging to SC/ST/Women and the exporter is having FOB Value of exports less than Rs. 50 crore in a year, 5 participations in a particular event is allowed, provided each one of these is in different market (e.g. Africa, LAC, WANA, ASEAN, etc).”

Reimbursement of airfare:- Further, the Council would propose to Dept. of Commerce for sanction of grant on account of reimbursement of airfare (economy class) if it is approved by Ministry of Commerce, accordingly, regular director / partner / proprietor / regular officer of the company on senior managerial position of participating firm/co. shall be eligible for reimbursement of airfare as per MAI guidelines under para 6 (ii) of the Market Access Initiative Scheme 2021 issued by the Ministry of Commerce from time to time. **Non-MAI Exhibitor shall not be eligible for reimbursement.**

7. Participation Charges: *The participation charges does not include air-fare, hotel expenditure or any other kind of personal expenses (logistics etc.):*

The below subsidized participation fee is based on the anticipated grant from the Ministry. In case of any variation the participation fee may be revised

| Particulars | Participation charges (Rs.) |
|--|-----------------------------|
| Cost per booth of (size : 9 sq.mt.) subsidized rate | Rs. 2,75,000/- |
| Participation charges without MAI Grant | Rs. 5,00,000/- |

(The applicants, who fail to make full payment will not be considered for allotment of booth)

The last date for submission of application with payment is 31st July, 2023

8. Payment Mode:

- (i) Demand Draft or Pay Order in the name of “Apparel Export Promotion Council” (payable at Gurugram or New Delhi) may be sent to **Mr. S. Hari Krishnan, Director** (EP Department), Apparel Export Promotion Council, Apparel House, Institutional Area, Sector-44, Gurugram-122003, Haryana, (India) Tel: 124 2708108 (D), 2708000-003, Mobile: 95604 72244
- (ii) Payment can also be made through NEFT/RTGS to the following account:

BENEFICIARY: APPAREL EXPORT PROMOTION COUNCIL

SAVING A/C NO: 180401000004231

IFS CODE: IOBA0001804

BANK: INDIAN OVERSEAS BANK

ADDRESS: BRANCH – APPAREL HOUSE, SECTOR 44, INSTITUTIONAL AREA,
GURUGRAM – 122003.

No cheque payment will be accepted. Share the UTR Details in case of online payment.

9. Facilities provided in the fair:

In the above mentioned participation charges, the Council shall be providing facilities of overseas publicity, inland publicity, publicity through signage's, banners standees and space allocation in the priority area of CPM Russia in Moscow.

Stall Package: Items provided in 3x 3 mts (9 sq. mts)

- (a) Carpet
- (b) Hard wall Booth Package
- (c) Garment Rail – 3 pcs or shelved
- (d) One Table Round
- (e) Chairs – 2 nos
- (f) Name fascia
- (g) Spot lights - 3
- (h) Waste Basket
- (i) Power outlet – (for Laptop & Mobile charging)

10. Guidelines for allotment of the booths:

- a) All participants who have paid the full participation fee on time would be considered for allotment of booths through draw of lot.
- b) No change in the booths, once allotted would be entertained under any circumstances.
- c) The decision of Chairman-EP (AEPC) / Chairman (AEPC) would be final and binding in case of any dispute.
- d) The participation is on **FIRST-CUM-FIRST SERVED (FCFS)** till all booths are sold and the allotment of stalls shall be done through draw of lot basis.

11. Waitlist:

In case, applications are over-subscribed, a waitlist will be maintained, which would be considered on FCFS basis. Applicants are advised to ensure that they possess necessary visa to enter Russia. No request for refund will be entertained by AEPC if for any reason whatsoever visa is not granted.

12. Cancellation charges:

Terms & conditions for withdrawal will be as follows:

- Rs. 25,000/- charges will be forfeited if the exporter withdraws before the Draw of Lot.
- 100% forfeiture after Draw of Lot.

13. Application Form

The application form (with Annexure I) is enclosed herewith for your ready reference. The application may also be downloaded from AEPC's website www.aepcindia.com

Interested members may also apply using following hyperlink :

[Click Here to Apply Online](#)

For seeking more details, please contact:-

1. Mr. S. Hari Krishnan, Director (EP Department)

Mobile No. 9560472244 **Tel:** 0124-2708108(D) / **E-mail:** shari@aepcindia.com

2. Mr. K. Haridas, Dy. Director (EP Department)

Tel : 124 2708154, **Mobile :** 9968115811 / **Email :** kharidas86@gmail.com

You are requested to kindly send duly filled application form with participation fee by way of Demand Draft/Pay Order/NEFT/RTGS in favour of APPAREL EXPORT PROMOTION COUNCIL" GURGAON. Similarly, exporters located at Mumbai, Ludhiana, Jaipur, Tirupur, Chennai and Bangalore can deposit the DD/Pay order at Local AEPC offices also. All others may send the Demand Draft/Pay Orders to Gurgaon office.

Post show obligation of the participant

The exporters shall submit response form duly filled in to AEPC representative on 1st September, 2023 at **Moscow**, Russia.

Yours Sincerely,

(S. Hari Krishnan)

Director (EP)

Enclosure: Application Form

Disclaimer: AEPC will not be responsible for the turnout of buyers/buying agents for any BSM/fair/show, etc. The Council will have no liability whatsoever for any kind of refund or payment in this regard. The Council shall not be responsible for booking of hotels, clearance of samples at the customs, for getting VISA & on certain complementary services provided by AEPC and organizational inability of fair organizers & other service providers.

APPLICATION FORM

FOR CPM MOSCOW, RUSSIA (29th August to 1st September, 2023)

(Application should be on the company's letterhead)

1. **Company's Name** :
2. Name of the Contact Person with Mobile No. :
3. Address :
4. Website of Company :
5. Telephone Number :
6. E-mail Address :
7. RCMC No. & Date : Yes / No
(Renewal fee paid 2023-24) :
8. IEC Number :
9. PAN Number :
10. TAN Number :
11. GST Number :
12. CIN Number (required for only Pvt. Ltd. Companies) :
13. Status of Company (Partnership / Proprietor / Pvt. Ltd. / Ltd. Co.):
14. Manufacturer / Merchant Exporter :
15. Whether belongs to SC/ST/Women/MSME (**Pl. tick** ✓) :

| | | | |
|----|----|-------|------|
| SC | ST | Women | MSME |
|----|----|-------|------|
16. DIN No. of Company Director / Partner / Proprietor with Name :
17. Export Performance during the last three years : 2020-21
: 2021-22
: 2022-23
18. HS Codes in respect of the products being promoted/marketed by exhibitor :
(at least 6 HS Codes should be given)

| S.N. | HS Code (6 digit level) | Product description |
|------|--------------------------|---------------------|
| | | |
| | | |
| | | |
| | | |

19. Display of items under **Sustainability**:

| S.N. | Name of the Items to be showcased in the fair |
|------|---|
| | |
| | |
| | |

20. Main items of production :
21. Mention segment Knitted/Woven :
22. Present production capacity : _____ pcs. /month
23. Major brands & Fashion labels :
24. Major Countries of Exports :
25. Whether First Time to Russia : YES / NO
26. Please fill up the details of the Representative in the following format:

| | | |
|---|-------------------------------|----------|
| 1 | Name as appearing in Passport | |
| 2 | Passport Number | |
| 3 | Date of Issue | |
| 4 | Date of Expiry | |
| 5 | Place of Issue | |
| 6 | Whether has valid Russia visa | YES / NO |

27. Have you earlier participated in this event with AEPC or any other Council / Organization ?
If Yes, Year (s) _____ No _____
28. Are you participating in any other event under MAI assistance in 2023-24 with other EPC's/Commodity Board/ Trade Bodies? YES / NO

If yes, please give details:

| S.N. | Name of the Event/Country | Date of event | Name of the EPC's/Commodity Board/ Trade Bodies |
|------|---------------------------|---------------|--|
| 1. | | | |
| 2. | | | |
| 3. | | | |

Disclaimer: As Annexure – I (It's mandatory to fill up and be attach with the application form as its' a part of application form).

29. **Participants Charges:** Pay order/ DD for Rs. _____ drawn on _____ payable at Gurugram / New Delhi OR UTR Details of NEFT/RTGS No.....for Rs.....

Date..... Name of Bank.....

This is to certify that all information provided by me is correct to the best my knowledge and agree to abide by the same.

Date: -

Signature of Authorized Signatory_____

Name & Designation:_____

Company Seal : _____

Note:

- 1) **As per MAI guideline, an exhibiting company/member can avail MAI assistance up to a maximum of three times (including past cases) for a particular event. Thereafter they shall not be eligible for the subsidy.**
- 2) **MAI subsidy will henceforth be provided to a member/company for a maximum of three MAI events in a financial year.**

Disclaimer

1. The participation is on FIRST-CUM-FIRST SERVED (FCFS) till all booths are sold.
2. All participants who have paid the full participation fee in time would be considered for allotment of booths through draw of lot.
3. No change in the booths, once allotted would be entertained under any circumstances.
4. The decision of Chairman-F&E (AEPC) would be final and binding in case of any dispute.
5. The space allotted to the approved participants is to be exclusively used by them for display of their exhibits as approved by AEPC. Subletting of space is not permissible. Violation of this clause may lead to cancellation of space allotted, forfeiting of space rent, security, deposit and cancellation of grant etc., paid to AEPC and debarring the participation from the future participation in AEPC's events.
6. AEPC will not be responsible for the turnout of buyers/buying agents for any Exhibition/fair/show/BSM etc. AEPC will have no liability whatsoever for any kind of refund or payment in this regard.
7. MAI Assistance shall be permissible to regular director/ partner/proprietor / regular officer of the company on senior managerial position. Assistance would not be available to exporter of foreign nationality or holding foreign passport. **Non-MAI Exhibitor shall not be eligible for MAI reimbursement of airfare as well.**
8. The representative would come back to India after the Event/Fair is over and would submit the proof of his/her departure/arrival, wherever necessary.
9. The Council shall not be responsible for booking of hotels, clearance of samples at the customs, for getting VISA & on certain complementary services provided by AEPC and organizational inability of fair organizers & other service providers.
10. Participants will be required to furnish complete information on orders booked, enquiries generated etc., in the form of Feedback form after the fair which is required by the Ministry as you are entitled for the grant/subsidy.
11. In case of default of any payment due from the participants, AEPC reserves the right to debar them from participation in AEPC's International fairs and bring to the notice of appropriate authority.

DECLARATION

We have studied the disclaimer for participation carefully and agree to abide by the same.

Date & Place :

Signature of Authorized Signatory_____

Name & Designation_____

Company Seal_____