

BSM - Post Event Report

3rd - 5th December 2020

India ITME Society a non-profit apex industry body organized free Virtual Buyer Seller Meet exclusively for India ITME 2021 Exhibitors on 4th & 5th December 2020. This activity was offered free of cost to confirmed exhibitors of India ITME 2021 along with multiple additional benefits to exhibitors to compensate for delayed exhibition and support business during these testing times. Since the flag ship textile machinery Exhibition "India ITME" scheduled in December 2020 has been postponed to 8th – 13th December 2021, in lieu of this postponed business event, this interim Virtual Buyer Seller Meet was organized to bring back momentum to the networking & revitalize customer connect from the comfort of home / office.

The 3 day event commenced with Technical seminar on 3rd December 2020 followed by the Buyer seller meet on 4th & 5th December 2020.

First time ever business even was inaugurated by Ms. Roop Rashi Mahapatra (IA&AS), Textile Commissioner, Govt. OF India. During her inaugural speech The Indian Textile Commissioner, called upon the international textile machinery manufacturers known for their technological excellence, especially the European and Japanese machinery manufacturers for setting up their plants in India. The tech gaps in Indian Textile Industry are opportunities to have joint ventures with international leaders and also attempt to indigenize and innovate the processes in movement to make exports cost competitive.

Day 1 of the Virtual event focused on knowledge dissemination during which, Dr, Gloy, Adjunct Prof., Clemson University, Germany delivered a technical lecture on, "Lot Size 1 – The Wish to Make It Right For All Customers" This one hour lecture was followed by Q & A session & interaction among industry members This session was attended by technocrats, Industry members & also students from various textile 57 institutes from 8 countries.

INDIA

- Alagappa University
- Amity University
- Center for Textile Function Nmims Shirur Campus
- Cgac, Tiruppur
- Christ University
- College of Home Science Gbpuat Pantnagar Uttarakhand
- College of Home Science Nirmala Niketan
- CTF Nims Shirpur Campus
- D K T E Societys Textile and Engineering Institute Ichalkaranji
- Gandhigram Rural Insititute Deemed to be University
- Gbpuat Pantnagar Uttarakhand India
- GLS Institute of Design
- Government College of Engineering Aand Textile Technology Berhampore
- Gujarat Law Society Institute of Design
- Handloom Textile
- Indian Institute of Handloom Technology Guwahati
- Institute of Chemical Technology Mumbai
- Institute of Handloom and Textile
- Jawaharlal Darda Institute of Engineering and Technology Yavatmal
- Kumaraguru College of Technology
- L D College of Engineering
- M S University of Baroda
- National Institute of Fashion Technology
- P A C R Polytechnic College Rajapalayam
- Pramukh Swami Science and H D Patel Arts College Kadi
- Rachana Sansad School of Fashion and Textile Design
- Ramaiah University of Applied Sciences
- Sarvajanik College of Engineering & Technology (SCET)
- Sasmira Institute
- Shri Mahadev Baburao Chaughule Mahavidualaya
- Shri Vaishnav Vidyapeeth Vishwavidyalaya
- Sndt Women's University Juhu Mumbai
- Svkms Nmims Center for Textile Function Shirpur
- Textile Engineering
- The Copperbelt University
- The Technological Institute of Textile and Science
- Vaal University of Technology
- Veermata Jijabai Technological Institute
- Walia College of Arts and Commerce

ETHIOPIA



- Bahir Dar University, Ethiopian Institute of Textile and Fashion Technology
- Dire Dawa University
- Doress Fashion and Designs Institute
- Ethiopian Institute of Textile and Fashion Technology
- Ethiopian Textile Industry Development Institute

SUDAN



- Sudan University of Science and Technology
- University of Gezira, Textile Engineering and Technology

UGANDA



- Busitema University

ZIMBABWE



- National University of Science and Technology

KENYA



- Kenyatta University
- Machakos University
- Maseno University
- Moi University Kenya
- Seku University
- The Technical University of Kenya
- University of Nairobi

SRI LANKA



- ICBTT, Sri Lanka

MALAWI



- MEFA Institute of Design

The Afternoon session of Day 1 was equally interesting with the Release of Technical Paper by International Trade Centre (ITC), which was Trade & Investment Partner for the event. Mr. Govind Venuprasad, Program Manager (SST) & Country Head (India), ITC explained the objective of report. This report identified the demand for, and challenges towards, technology upgradation by textiles and apparel manufacturing companies in five East African countries – Ethiopia, Kenya, the United Republic of Tanzania, Uganda and Rwanda. Findings are based on face-to-face interviews with 112 out of the 190 (approximately) textile and apparel manufacturing companies that are currently active in these five countries.

The most anticipated session of the day was the Panel discussion on Safety & Sustainability.

Opening speaker and moderator for this panel discussion was Dr. Christian P. Schindler, Director General, ITMF, Geneva & the other eminent speakers who joined the discussion were

- Mr. Uday Gill, Chief Executive Officer, Fibers, Indorama Ventures Ltd.
- Mr. Karun Tyagi, Vice President - Business Development & Environmental Sustainability, Proklean Technologies Pvt. Ltd.
- Mr. Manohar Samuel, Advisor – Sustainability, Grasim Industries Limited, Aditya Birla Group
- Mr. Anuj Bhagwati, Head, A. T. E. Enterprise

Total Attendees:

- Industry members : **1767**
- VIPs : **274**
- **724** Students from **57** textile institutes from India, Ethiopia, Kenya, Sri Lanka, Sudan, Uganda, Malawi, Zimbabwe

Business Meetings & Networking

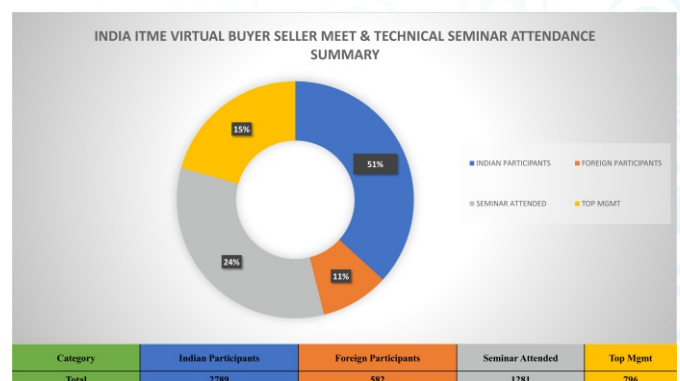
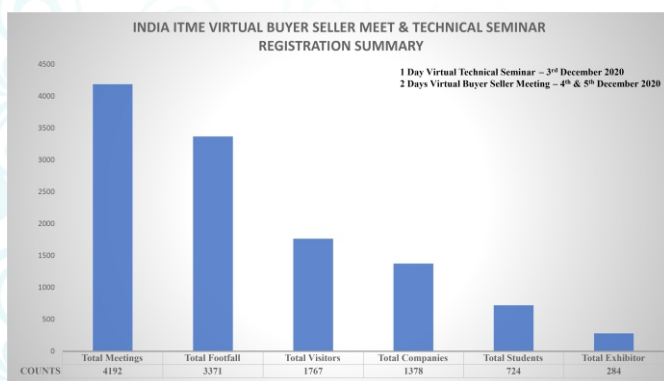
Day 2 & Day 3 of virtual event was dedicated for BSM & networking between buyers & business visitors.

The 2 days saw tremendous response from industry where by 284 technology & engineering companies, 400+ Textile technology & engineering products from 18 countries participated in the 2 days of interactions on 4th, 5th Dec 2020 making it one of the largest virtual platform for trade, investment & sourcing solutions for textile industry. Meetings were pre-fixed and both domestic and overseas buyers confirmed their interest for this unique opportunity to interact in a structured manner on their areas of priority.

Participants from 57 countries who were looking at expanding, developing their textile industry registered to connect and explore opportunities for expanding their business network. Keeping in mind different time zones of 57 countries to exhibitors and visitors to connect during respective working hours the virtual event was open from 11.00Hrs to 19.00Hrs (IST) & Meetings extended upto 12 midnight.

Many Leaders from the textile Industry such as Kotak Ginning & Pressing Industries Ltd., Century Textiles & Industries Ltd., Grasim Industries, Aditya Birla Group, The Ruby Mills Ltd., Sutlej Textiles and Industries Ltd., Kankaria Group, The Bombay Dyeing & Mfg. Co. Ltd., Raymond Luxury Cotton Ltd., Birla Century, Hiren Engineers, Welspun India Ltd., Khosla Profil Pvt Ltd., Satluj Spintex Ltd., Trident Group, Vardhman Polytex Ltd., Paramount Syntex Pvt Ltd., Pt Gokak Indonesia & many more participated at the BSM.

Technology was at its best for virtual event to facilitate time planning and optimized use of log-in time for participants, the India ITME virtual platform offers scheduled meetings as well as walk in visitors with instant networking available at visitors lounge. Features like "Search by company name, or by product, industry segment, by country, recommended meetings by artificial intelligence" provides easy and convenient interaction for both exhibitors and visitors. Online and offline helpdesk enabled visitors to seek any assistance immediately.



Total Registered Exhibitors: 284 from 18 Countries

Total Registered Buyers: 1767 from 57 Countries

Total Business Meetings / Interactions: 4192

Industry Reaction

- *“Have booked 3 sessions today & I had a useful conversation with Calico-Kusters, Excellent meeting & Shall be booking more for tomorrow. Thank you,”* **Mr. Manohar Samuel, Advisor – Sustainability, Grasim Industries Limited, Aditya Birla Group & Panel Discussion Speaker at Technical Seminar**
- *“On behalf of A.T.E. Enterprises Private Limited, I thank you & your entire team for arranging buyer-seller meet on 4th & 5th Dec. 2020. It was indeed a wonderful experience. Although it was for the first time for all of us, it was a symbol of planning & perfection. Myself & my colleague Mr. Saravanan found the entire process very easy, smooth & perfect in all aspects. We liked the following:*
 - 1. Details of buyer & their interest*
 - 2. Booking of time slot for meeting*
 - 3. Automatic disconnection of meetings once the time slot booked is over*
 - 4. Prior intimation by email regarding meeting with all basic details*
 - 5. Easy login*
 - 6. Easy process to attend meeting*
 - 7. Entire process was very smooth & simple*
 - 8. Day wise listing of program*
 - 9. Listing of all meetings for each day with buyers' details & time slot*

It was really a great experience. I once again appreciate & thank you & your entire team for the efforts & pain you must have taken in organising & ensuring smooth execution of this event,” **Ketan R Rathod DGM - Product Management, ATE Group.**

- *“This is a special note to all at Team India-ITME (including the IT team at ITME), for the painstaking and extremely personalized efforts in bringing together different interested parties (whether Buyer or Seller) at the virtual exhibition, over the last 3 days. Kudos to all of you and very best wishes for the future!”* **Rattan Raghunath - Service Associates India.**
- *“It gives me great pleasure that during this critical pandemic time you all have arranged such a great event of the Exhibition which is at par..! It was very easy to enroll, arrange my schedule and attend all meetings at ITME 2020. I have always enjoyed my presence at this event every 4 years in Mumbai. This time it was a great convenience and comfort that I personally felt, to attend the entire event starting from Seminar to last meeting. And this was done at no extra cost, thanks to hard efforts taken by your team to make this event successful and satisfying the buyer-seller demand. Kudos to your team and my regards to all you and the seniors who have conceptualized this Programme and carried out. Really you deserve an honest appreciation from all individuals like me, the Sellers and the State Authorities. Nice, one again many thanks !! all ITME team !Bravo !!”* **Mr. PD Deshpande - PD Deshpande & Associates.**
- *“I wanted to appreciate the efforts that the team has put in for this virtual event. This was a new experience for all and it turned out to be a good experience. In this challenging time to pull out something which is beneficial for its partners are commendable. We had an overall good experience with a couple of some serious leads. As there were almost 70% missed meetings from the buyers side, I would suggest that we send a few reminders before their allotted time of meeting to such people so that there can be more turnaround. Keep up the good work!”* **Faisal Shakeel - Assistant Manager, Colourjet Group.**
- *“I managed to participate when it was most convenient and as far as the internet technology could allow me to participate & congratulate ITME for a well organized and insightful event,”* **Ms. Banusi Mbaakanyi - Botswana Textile & Clothing Association.**

This first time organized virtual event was a humble effort of India ITME Society to motivate and promote business activity for textile & textile engineering industry affected by pandemic slowdown. ITME Team has worked very hard to bring best of interaction for participants at the event and has absorbed all costs providing a complimentary event to the industry members. Lakshmi Machine works Ltd (LMW), Lakshmi Card Clothing (LCC), International Trade Center (ITC) stepped in to support the event enabling the Industry to benefit from this endeavor of India ITME Society. India ITME Society stands firm in its commitment to provide quality service to the industry. Our motto: **“Together we are Stronger”**.

Upon concluding the first virtual event successfully, now India ITME Society extends invitation to its next flagship event **India ITME 2021, to be held from 8th – 13th December 2021 at IEML, Greater Noida, India.**

