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SHERATON GRAND  
BENGALURU, INDIA

**APPAREL  
SOURCING  
WEEK | 2020**



INDIA'S PREMIER SOURCING SHOW

# APPAREL SOURCING WEEK | 2020



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## SHOW FEATURES

### Expo

With over 100 garment manufacturers and about 50 fabric and accessories manufacturers showcasing their manufacturing capabilities for an expected footfall of 10K buyers and visitors, this expo is specially organized to highlight manufacturers and their portfolio consisting of not only garment categories of shirts, t-shirts, jackets, denim, sweaters and many more, but also fabrics of various blends and textures, with accessories like trims, labels, buttons, zippers, etc. making it a vertically integrated one-shop-stop sourcing platform.

### Conference

Get to know what industry experts have to say on various subjects and what ideas can you incorporate in your business. With a spread of 30+ knowledge platforms by 100+ speakers including workshops, seminars, open house discussions, vendor sessions and much more, this is a perfect opportunity to align oneself to the industry, right from understanding business opportunities to overcoming various challenges faced by companies.

### Networking

**Opening Party:** Kick off the first evening of ASW with exhibitors and retailers directly from the top level of fashion retail industry, breaking the ice with a decadent dinner served at Sheraton Grand.

**Retail CXO party:** Didn't really get to share your business cards on the first day? Well here's another gala opportunity to have fun and tantalize your taste-buds with a sumptuous feast. Share your stories with the CXOs of fashion's biggest retail brands from across the globe.

### Golf Day

Shed off your corporate suits and get the club going by indulging in a golf tournament followed by lunch, beer and wine.

### Vineyard tour

Get in with your hands and feet in an exhilarating grape stomping session followed by a tour of the bottling plant and a sumptuous tasting of an assortment of wines in the cooling valley of Nandi Hills.

### Retail Tour

Indian retail is an emerging dynamic sector and to highlight how retail works in the silicon valley of India, we have organized a comprehensive retail tour which will enlighten you about all kinds of retail formats and market hubs prevalent in Indian retail. From malls to high street, this retail tour is bound to be an excellent opportunity to get to learn about brands and labels alike.



# APPAREL SOURCING WEEK | 2020

## CONFERENCE AGENDA

### 20TH FEBRUARY 2020 (DAY - 1)

Timings	Topic	Panel Members	Organisation
<b>1115 - 1210</b>	<b>Panel Discussion</b>		
	OPPORTUNITY BUYING Convert 'opportunity buying' into business opportunity	Mr. Anindya Roy	Arvind Lifestyle
		Mr. Anshul Grover	Bestseller
		Mr. Vipul Mathur	Mufti
		Mr. Rakesh Biyani	Future Group
		Mr. N Naarahari	ABFRL
<b>1125 - 1220</b>	<b>Workshop - Trend Forecast Spring/Summer 2021 - WGSN</b>		
<b>1215 - 1230</b>	<b>Vendor Session - Mr. Deepak Ahuja, Landmark</b>		
<b>1240 - 1335</b>	<b>Panel Discussion</b>		
	MANUFACTURING SMALL QUANTITIES How to address issues related to MOQ	Ms. Garima Bhatt	Creatnet
		Mr. Anis Sattar	Timex
		Ms. Manujala Tiwari	Cover Story
		Mr. Arun Sirdeshmukh	Amazon India
		Mr. BT Nagesh	Lectra
<b>1300 - 1345</b>	<b>Open House - "Make Your Brand Heard" - A session on influencer Marketing and why brands need it</b>		
<b>1350 - 1435</b>	<b>Open House - "Role of Venture Capitalists, Private Equity / Angel Investor in driving Start-ups</b>		
<b>1430 - 1525</b>	<b>Panel Discussion</b>		
	GLOBAL TRADE ENVIRONMENT Navigating the uncertainties in global trade today to decide where to source.	Ms. Nidhi Dua	M&S
		Mr. Jasdeep Sahota	Gravity House
		Ms. Deepika Rana	Li & Fung
		Mr. John Dulip	PVH
		Mr. Aditya Dutt	DNA Sourcing
		Mr. Richard Mukovich	Pier 1
		Mr. Arjun Puri	K-Mart
<b>1535 - 1610</b>	<b>Workshop - Vendor Score Card by Elevate</b>		

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## CONFERENCE AGENDA

21ST FEBRUARY 2020 (DAY - 2)

Timings	Topic	Panel Members	Organisation
1215 - 1230	<b>Vendor Session - Mr. Venky Nagan, Asmara</b>		
1210 - 1305	<b>Workshop - Trend Forecast Spring/Summer 2021 - WGSN</b>		
1215 - 1310	<b>Panel Discussion</b>		
	SUSTAIN BUSINESS WITH SUSTAINABILITY Panel to discuss the significance of sustainable practices in the factory and how to balance cost.	Ms. Lesle Johnston	C&A Foundation
		Ms. Anna Gedda	H&M
		Mr. Kapil Mathur	Gap Inc.
		Mr. Vikram Pandita	Next
		Mr. Christian Chandran	Inditex
		Mr. Miran Ali	Bitopi
1310 - 1355	<b>Open House - Session on AI and blockchain, and impact on retail</b>		
1400 - 1445	<b>Open House - Fashion and Retail Quiz by WGSN</b>		
1430 - 1525	<b>Panel Discussion</b>		
	SELLING TO OMNI-CHANNEL FORMATS/ CREATING AN IDEAL OMNI CHANNEL A perspective from the manufacturing and retail side	Mr. Lockie Andres	Untuck it - 60 Stores
		Mr. Brain Andrews	DSW Digital Team
		Mr. Steve Lyman	Cartner & Devers
		Mr. Ankit Gupta	Bestseller
		Mr. Rajesh Krishnan	Ajio.com
		Mr. Berry Singh	Ace Turtle
1215 - 1230	<b>Vendor Session - Ms. Alpana Razan, Falabela</b>		
1125 - 1220	<b>Workshop - Session on demand manufacturing by Lectra</b>		
1430 - 1525	<b>Panel Discussion</b>		
	NEW PRODUCT CATEGORIES FOR THE FUTURE A discussion on athleisure, activewear and smart garments	Mr. Dave Thomas	Adidas
		Mr. Atul Ujagar	Nike
		Dr. Mohan Kumar	Indian Wearable Technology
		Mr. Vinay Puri	Lululemon
		Mr. Vishwa Aluthge	Twinery Innovation (MAS)
		Mr. Rajat Khurana	Asics

# APPAREL SOURCING WEEK | 2020

## CONFERENCE AGENDA

22ND FEBRUARY 2020 (DAY - 3)

Timings	Topic	Panel Members	Organisation
1115 - 1210	<b>Panel Discussion</b>		
	RETAIL DISRUPTION AS WE ENTER THE NEXT DECADE What are the factors that will disrupt the market over the next decade	Mr. Abhishek Jain	Aditya Birla Fashion and Retail Ltd.
		Mr. Venu Nair	Westside
		Mr. Shailesh Chaturvedi	Tommy Hilfiger
		Mr. Kuleen Lalbhai	Arvind Retail
		Mr. Tomotiko Sei	Uniqlo
1125 - 1220	<b>Workshop - 'Zero Sum to Win-Win' - Johanna Senior</b>		
1215 - 1230	<b>Vendor Session - Mr. Mridul Das Gupta, K-Mart</b>		
1240 - 1335	<b>Panel Discussion</b>		
	THE CHALLENGES OF A CIRCULAR ECONOMY How reuse, reduce, recycle, repair, share is creating their own challenges	Mr. Pranab Khanna	Waste Management Expert
		Mr. Anoop Nautiyal	Gali Foundation
		Ms. Dolly Thay	Clothes R us
		Mr. Abhishek Ganguly	Puma India
		Mr. Krishna Durai	Wrangler
1300 - 1345	<b>Open House - Designer Retailer collaborations - finding Nexus for business model with corporate houses</b>		
1350 - 1435	<b>Open House - Decoding the millennials</b>		
1545 - 1640	<b>Panel Discussion</b>		
	UNDERSTANDING TIER 2 & 3 MARKETS FOR FASHION RETAIL	Mr. Anand Daga	TCNS
		Mr. Harkirat Singh	Woodland
		Mr. Lalit Agarwal	V-Mart
		Mr. Akhil Duggar	Madam
		Mr. Mohit Dhanjal	Raymond
		Mr. Vipin Tyagi	Reliance
1535 - 1610	<b>Workshop - Earning Profits through Sustainability - Dolly Thay - Clothes R us</b>		

# APPAREL SOURCING WEEK | 2020

## PASS TYPES

### Expo+Conference Pass

Expo Pass gives you access to the entire exhibition area that comprises of latest collections of apparel manufacturers, fabric and accessories development, latest in retail and manufacturing tech along with access to the conference area, vendor sessions, workshops & open house discussions.

### Full Access Pass

Besides the access provided under Expo+Conference Pass, this pass gives you access to the Welcome Party on 1st evening, the Retail CxO Party on the 2nd evening & access to either the Retail Tour, Vineyard Tour or the Golf Day on the day after the last day of the event

### Buyer Pass

ACCREDITATION REQUIRED

A buyer is a designer, sourcing specialist, brand, retailer or a wholesaler/importer. Each buyer will have to submit relevant document for accreditation.

	FULL ACCESS		CONFERENCE + EXPO	
	Rate after till 31-12-19	Early Bird Rate till 31-12-19	Rate after till 31-12-19	Early Bird Rate till 31-12-19
<b>Individual</b>	INR 10000	INR 7500	FREE	FREE
<b>Group (5+)</b>	INR 7500	INR 5625	FREE	FREE

### Add ons:

- **Opening Party** INR 6500  
A welcome party on the 1st night of the event for the exhibitors of the show that will include manufactures of apparel, fabric, accessories & technology.
- **Retail CxO Party** INR 6500  
Meet & Greet CxOs of Retail & Manufacturing companies from around the world on the 2nd night of the event.
- **Retail Tour** INR 5000  
From malls to high street, this retail tour happening on 23rd February, 2020 is bound to be an excellent opportunity to get to learn about all kinds of retail formats and market hubs prevalent in Indian retail.
- **Vineyard tour** INR 5000  
Get in with your hands and feet in an exhilarating grape stomping session on 2nd February, 2020 followed by a tour of the bottling plant and a sumptuous tasting of an assortment of wines in the cooling valley of Nandi Hills.
- **Golf Day** INR 10000  
Shed off your corporate suits and get the club going by indulging in a golf day on 23rd February followed by lunch, beer and wine.

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### Non-Buyer Pass

A non buyer is anybody who is not a buyer but is from the apparel and fashion industry. A non-buyer can be a manufacturer of apparel, textile, accessories, home or can be a service provider to the industry.

	FULL ACCESS		CONFERENCE + EXPO	
	Rate after 31-12-19	Early Bird Rate till 31-12-19	Rate after 31-12-19	Early Bird Rate till 31-12-19
<b>Individual</b>	INR 25000	INR 18750	INR 15000	INR 11250
<b>Group</b>	INR 20000	INR 15000	INR 10000	INR 7500

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### Educator Pass

ACCREDITATION REQUIRED

Educator Pass gives you access to the entire exhibition zone, the conference area, vendor sessions, workshops & open house discussions. For Educator Pass, one will have to be a professor at one of the recognised colleges in India or internationally.

	FULL ACCESS		CONFERENCE + EXPO	
	Rate after 31-12-19	Early Bird Rate till 31-12-19	Rate after 31-12-19	Early Bird Rate till 31-12-19
<b>Individual</b>	INR 17500	INR 13125	INR 7500	INR 5625

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### Press Pass

ACCREDITATION REQUIRED

Press Pass gives you access to the entire exhibition zone, the conference area, vendor sessions, workshops & open house discussions. For Press Accreditation, one will have to be an active press person employed at a media house.

	FULL ACCESS		CONFERENCE+ EXPO	
	Rate after 31-12-19	Early Bird Rate till 31-12-19	Rate after 31-12-19	Early Bird Rate till 31-12-19
Individual	INR 10000	INR 7500	FREE	FREE

### Add ons:

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## Interested in Visiting?

### **Shruti Arora**

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