

# APPAREL SOURCING WEEK | 2023



EXHIBITION & CONFERENCE

POWERED BY:

 APPAREL RESOURCES

20-21, JULY 2023 | SHERATON GRAND, WHITEFIELD, BENGALURU

# What is ASW ?

Apparel Sourcing Week (ASW) platform is aligned to the changing dynamics of the industry, moving in pace with evolving and shifting world trade of apparel sourcing while also acknowledging the changing needs and wants of the customer. The disruption of traditional business makes transparency an important backbone to partnerships, hence it is time that the layers in the buying process are reduced so that the buyer and supplier can work together in direct connect to serve the consumer more responsibly and with products that sell. To facilitate the seamless process of sourcing for greater transparency and reach, the ASW platform offers the industry three independent verticals to enhance business opportunities for all players in the fashion retail chain, in an environment of networking, knowledge and inspiration. With the three verticals the supplier has marketing opportunities all around the year like never before, while the buyer has multiple avenues to search his perfect sourcing partner from South Asia.

Apparel Sourcing Week is India's Premier Sourcing Show that provides a platform to all fashion retail & manufacturing professionals to come together & talk about the ever evolving business of fashion retail & sourcing. This event will not only offer an opportunity to network, discuss & showcase their products but also gain knowledge.



“Global apparel retail market size is expected to be **US \$ 1.74 trillion** in **2023** and Statista projects it to reach US \$ **1.94 trillion** by **2027**.”

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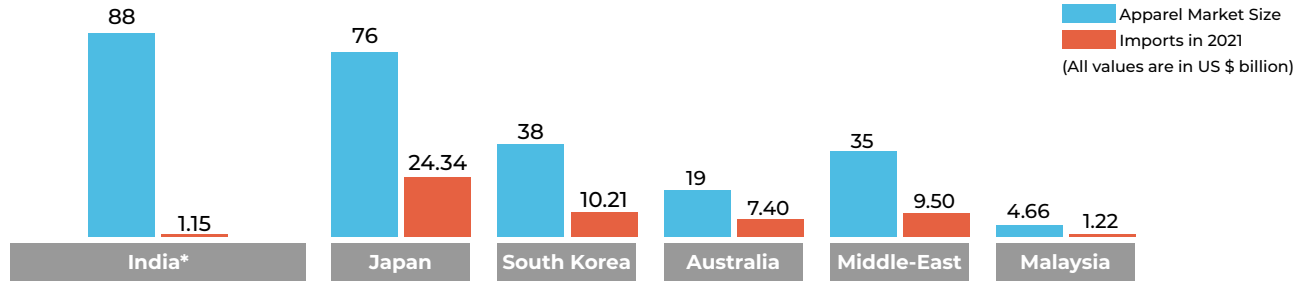
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# Apparel Sourcing Industry:

## A Glimpse of Focus Countries

USA imports of apparels valued US \$ 81.59 billion in 2021, while the import values of Europe were US \$ 85 billion. Both are traditional markets and are growing at just 2-3% on Y-o-Y basis, barring any huge and fresh opportunities for factories in South Asia. However, apart from these two markets, the countries that offer massive opportunities for garment manufacturing destinations are Japan, Australia, Middle-East

Region, South Korea, India and Malaysia that collectively imported US \$ 52.67 billion worth of apparels in 2021 and, as of 2022, they collectively have apparel retail market valuing US \$ 173 billion. As we can see, the retail market of these countries is over 3-3.30 times the imports done by them which poses huge opportunities to exporters. Here is the country-wise bifurcation



The bar above shows that India is the only country that has a growth potential of US \$ 25-28 billion in its apparel import over next 8 years

# India is an Emerging Fashion Consumption Market

India – a US \$ 88 billion apparel retail market as of 2022 – imported just US \$ 1.15 billion worth of apparels in 2021 which is just 1.30% of total retail market! On the other hand, all other major emerging markets import around 30% of what their total retail market stands at in terms of values. This depicts the huge potential in India for exporting countries as the country's import is far from reaching saturation.

The Indian apparel retail market is also widely projected to reach US \$ 190 billion in next 8 years with a potential of US \$ 48 billion export values size from a mere US \$ 16 billion during 2021, at an impressive CAGR of 14.72%. Though the import of India was just US \$ 1.15 billion in 2021, with the rising market size and consumers' focus on quality products, it is poised to grow multifold in the coming years.



# Why Apparel Resources?

Apparel Resources is well known for its benchmark publications – *Apparel Online India*, *Apparel Online Bangladesh*, *Apparel Online Vietnam*, *FashTech Journal* and *Resource Guide*. These publications, respected for their content and analysis, have been around in the industry for over 25 years, supporting, guiding and standing by garment manufacturer exporters and the fashion retail industry.

Understanding and disseminating information in manufacturing and retail industries, for the last 20 years, Apparel Resources is revamping its Tech Magazine (*StitchWorld*) which would now be called *FashTech Journal* (FTJ).



“As per **IBISWorld**, the apparel manufacturing market size worldwide stands at **US \$ 886.70 billion** in **2023** - the highest of all time. The market is expected to further see around **2.90%** yearly growth in **2024**.”



# Apparel Sourcing Week is the place to be

Apparel Sourcing Week 2023, scheduled to be held on 20th & 21st July 2023 at the beautiful Sheraton Grand Whitefield, Bengaluru has been conceptualised as India's Premier Sourcing Show for the ever-growing fashion retail and manufacturing market.

The event will witness 150+ apparel & textile manufacturers showcasing their latest products, 50+ sponsors & partners from allied industries showcasing their innovations for 10000+ visiting brands & retailers & 100+ speakers discussing the future of fashion through 25+ panel discussions.



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# ASW2023: Features



## Exhibit

- Apparel Manufacturer Zone
- Textile Manufacturer Zone
- Accessories' Manufacturer Zone
- Denim Island
- Technical Textile Island
- Sustainability Island



## Network

- Networking Breakfast, Lunch & Dinner
- Conference Breakout Sessions
- B2B Meetings/ Speed Networking
- Golf Tournament
- Yoga & Meditation Sessions
- Accelerator Program for Startups



## Visit

- Indian Brands & Retailers
- International Brands & Retailers
- D2C Brands & Retailers
- Buying houses & Liaison offices
- Wholesalers & Importers
- Fashion Tech Entrepreneurs
- Innovators & Investors
- Service Providers

### Exhibitors

India, Bangladesh, Sri Lanka,  
Indonesia & Vietnam

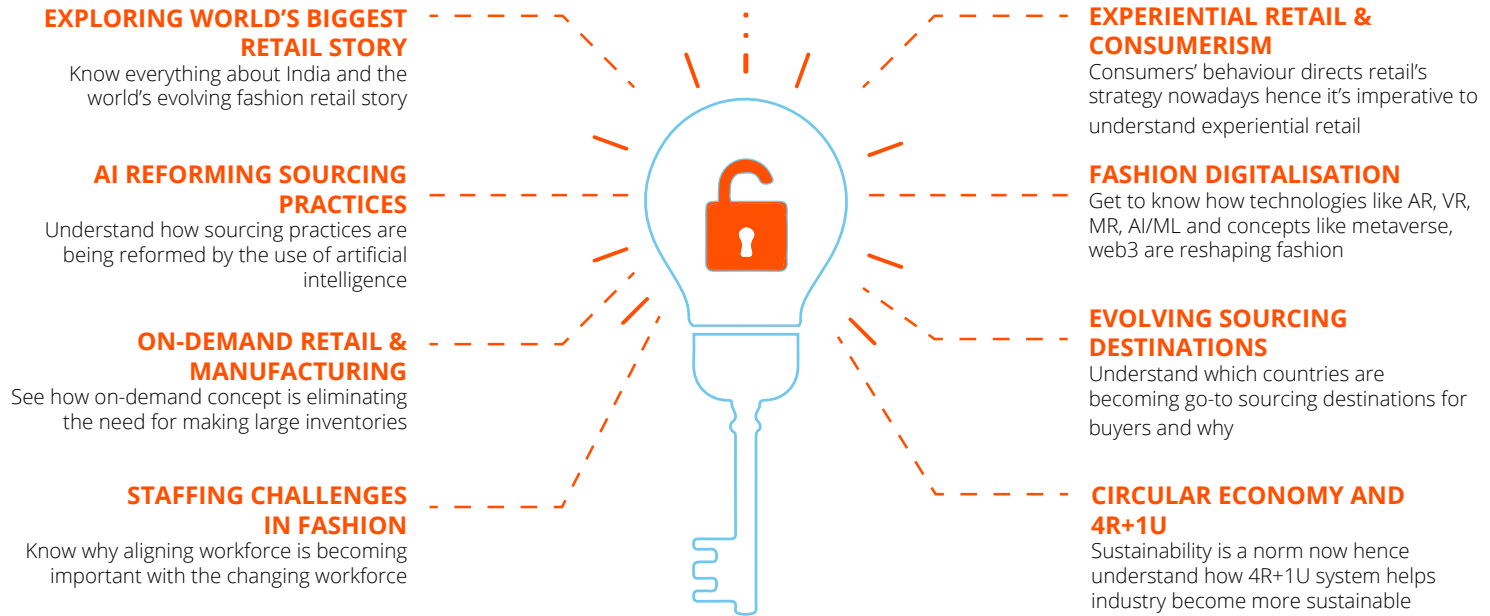
### Visitors

USA, UK, India, Germany, France,  
South Korea, Japan, GCC Countries

## Focus Markets

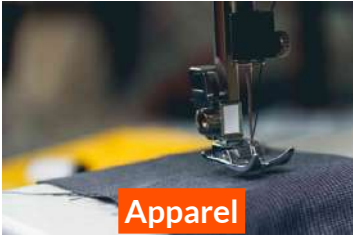
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# Key Discussion Points





# Participating Stakeholders



**Apparel**

**Manufacturers**



**Textile**

**Manufacturers**



**Global E-commerce**

**Brands & Retailers**



**Accessories**

**Manufacturers**



**Fashion Tech**

**Entrepreneurs**



**Innovators**

**& Investors**



**Global**

**Brands & Retailers**



**Service**

**Providers**

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## ASW 2022 – An Event Loved by All!



Curated around 'NOKI' concept – Networking, Opportunity, Knowledge, and Inspiration, ASW felt there was a huge void in the industry in terms of easy connect between domestic and international buyers and Indian factories. Apparel Sourcing Week (ASW) platform is aligned to the changing dynamics of the fashion industry, moving in pace with evolving and shifting world trade of apparel sourcing, while also acknowledging the changing needs and wants of the customer.

### Visitors' Comments

“ASW 2022 has yet again proved its status with all kind of apparel and textile products that were there on display. The demand of pet toys and clothing is also massive in the global retail market; therefore they (vendors) need to actively look at these products categories as well.”

**Arjun Puri**  
Director, KAS Group Asia

“It was nice to come across so many different kinds of manufacturers to choose from on a single platform in ASW 2022.”

**Dhanasekeran. R**  
Assistant Buying Manager,  
Lifestyle International Pvt Ltd.  
(Landmark Group)

“In today's context, when everything is changing very fast in light of the pandemic and the existing market dynamics, the forum of ASW is a great place to facilitate meaningful dialogue.”

**Neetu Jotwani**  
SVP, House of brands, Myntra

## Exhibitors' Comments

“ASW 2022 was a wonderful experience as we found some meaningful connections during the show and had positive interaction that was driven by senior professionals. We got insights on where are the market and trends progressing! I feel an additional day would have helped even better. Now we're looking forward to the next edition. Brilliant event organised by Team ASW. Special thanks to BGMEA that showed strong intent to represent Bangladesh in the Indian market.”

**Sandeep Golam**

Direction of Operations, Armana Group

“The event was very well organised and we are quite satisfied with our participation at ASW. It was our first experience in ASW and we met visitors from across India. Footfall was very encouraging. ASW was truly an event serving the purpose of a sourcing event.”

**T. Boopalan**

Regional Sales Director, Apparel Business Unit,  
Freudenberg Performance Materials India

“One of the leading Indian brands had discussed to start sourcing from us for the upcoming season.”

**Syed Tanvir**

MD, Pacific Jeans

“ASW was a great combination of business, knowledge and fun. Very well organised trade show and wonderful speakers in panel discussions. There was a time lag of 2 years due to Covid, so everyone wanted to break the barrier. We had a good footfall at our stall and were part of some rewarding networking sessions.”

**Mukesh Bansal**

EVP, Vardhman Textiles Ltd

“Being part of ASW was a wonderful experience for us as we met a lot of our existing customers and a lot of budding entrepreneurs. We also got many perspectives from ASW and we had very good interactions with the visitors.”

**Tanveer Ansari**

Head, Business Development  
(A&F), Coats India

“ASW 2022 was a wonderful opportunity for us to present our products in the Indian market because, currently, we do not work with any Indian customer. We have received some good feedback for our products and, hopefully, we will be able to build long-term relationship with some buyers in India.”

**Ashaab Hassan**

Giant Group (Bangladesh)

## Gallery: ASW 2022





## Gallery: ASW 2022



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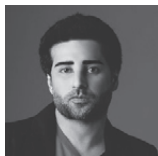
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# Speakers: ASW 2022



**VINAY CHATLANI**  
CO-FOUNDER & CEO  
SOCH



**ANKUR BISEN**  
SENIOR PARTNER & HEAD RETAIL  
TECHNOPAK ADVISOR PVT. LTD.



**BERRY SINGH**  
COO  
ACE TURTLE SERVICES LTD.



**SANJEEV RAO**  
CEO  
BEING HUMAN CLOTHING



**GURVINDERJIT SAMRA**  
CHIEF BUSINESS OFFICER  
TATA CLIQ



**AJAY KAPOOR**  
PRESIDENT, RETAIL  
FABINDIA OVERSEAS PVT LTD



**SANJAY VAKHARIA**  
CEO  
SPYKAR LIFESTYLE PVT LTD



**NEETU JOTWANI**  
SVP, MYNTRA



**NAVIN JOSHUA**  
FOUNDER DIRECTOR  
GREEN HONCHOS



**RAM AGARWAL**  
CMD  
V2 RETAIL LTD



**NITIN GUPTA**  
DESIGN LEAD  
AMAZON



**PUNEET DUDEJA**  
DIRECTOR BUSINESS  
DEVELOPMENT, SOUTH ASIA, WGSN



**SSWAMINATHAN R.**  
CHIEF SUPPLYCHAIN OFFICER,  
ADITYA BIRLA FASHION &  
RETAIL Ltd.



**NISHANT PODDAR**  
CMO & HEAD RETAIL EXPERIENCE  
USPL



**HEMALALINI PADMA-NABHAN**  
DIRECTOR BD AND CUSTOMER  
SUCCESS, STYLLUMIA



**MANISH BHARATI**  
BUSINESS DIRECTOR GARMENTING  
AND IB, RAYMOND LIMITED



**SUPARNA MALHOTRA**  
VP, NEWTIMES GROUP OF  
COMPANIES



**SIDDHARTHA GONDAL**  
CO-FOUNDER & CSO  
XXXX APPARELS



**SHAILESH KUMAR SHARMA**  
DIRECTOR - CONNECTIVITY &  
PRODUCTS, SGS India Pvt. Ltd.



**NARESH TYAGI**  
CHIEF SUSTAINABILITY OFFICER  
ADITYA BIRLA FASHION & RETAIL LTD.



**RUCHITA CHHABRA**  
COUNTRY PROGRAM MANAGER  
THE SOURCERY



**AJAY RAVURI**  
HEAD OF QUALITY & SUSTAINABILITY  
ARVIND FASHIONS LTD



**SUVIDHA CHOPRA**  
SR. MANAGER - PRODUCT  
DEVELOPMENT, ADIDAS



**PRASAD PANT**  
DIRECTOR - SOUTH ASIA  
ZDHC FOUNDATION



**KAUSTUBH KORDE**  
SENIOR DIRECTOR - PRODUCT  
DEVELOPMENT & SOURCING,  
MYNTRA



**SUNIL ARORA**  
CO-FOUNDER  
TRACE NETWORK LABS



**NEERAJ NAGPAL**  
CHIEF BUSINESS OFFICER  
SHOPPERS STOP

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# Speakers: ASW 2022



**AMIT GUGNANI**  
SENIOR PARTNER  
TECHNOPAK ADVISORS PVT. LTD.



**ARJUN PURI**  
DIRECTOR  
KAS GROUP ASIA



**GUNISH JAIN**  
CEO  
BLUEKAKTUS



**ALEKH KUMAR**  
INDIA SOURCING LEADER  
DECATHLON, SPORTS INDIA



**VIPIN TIWARI**  
SENIOR MANAGING  
DIRECTOR, TARGET



**TANUJ TULI**  
SENIOR DIRECTOR, REVENUE  
OPERATIONS, COATS DIGITAL



**VIKAS BUDHIRAJA**  
VP MARKETING, ARISE



**MOHIT MATHUR**  
CHIEF SOURCING OFFICER  
ACE TURTLE SERVICES LTD.



**KIRUBA DEVI**  
HEAD CATEGORY & SOURCING  
ZIVAME



**RAKHI VASHISHT**  
DIRECTOR, RAW MATERIAL  
ASSURANCE, TARGET



**AANSHUL GROVER**  
SOURCING HEAD BESTSELLER  
(JACK & JONES)



**ANINDYA RAY**  
EVP & CHIEF SOURCING OFFICER  
ARVIND LIFESTYLE BRANDS



**SAKSHI DUA**  
VICE PRESIDENT  
LI & FUNG LIMITED



**RAKHI HANDA**  
CONSULTANT



**JYOTI SAIKIA**  
MD, TRIBURG



**YIANNI GIOVANOGLOU**  
WGSN TREND EXPERT



**MUKESH BANSAL**  
EXECUTIVE VICE PRESIDENT  
VARDHMAN TEXTILES



**SUMAN CHOWDHURY**  
CO FOUNDER & COO  
CLOVIA LINGERIE



**URVASHI GUPTA**  
DIRECTOR - ACCOUNT  
(SOUTH ASIA), WGSN



**MOHD. KAMALUDDIN**  
BGMEA TRADE FAIR STANDING  
COMMITTEE CHAIRMAN



**SANDEEP GOLAM**  
GROUP OPERATIONS DIRECTOR  
ARMANA GROUP - ROOKIES



**VIRENDER SHARMA**  
GENERAL MANAGER, APPAREL  
SOURCING & QUALITY,  
KAS GROUP ASIA



**SYED TANVIR**  
MANAGING DIRECTOR  
PACIFIC JEANS



**DEBASIS DASPAL**  
CEO, KDS



**FARUQUE HASSAN**  
PRESIDENT, BGMEA



**ANIKA PASSI**  
EXECUTIVE DIRECTOR  
PDS MULTINATIONAL



**VIPUL MATHUR**  
CHIEF BUSINESS OFFICER  
NYKAA BEAUTY & FASHION

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Manish Nawani  
Marketing Manager  
[mnawani@apparelresources.com](mailto:mnawani@apparelresources.com)  
+91-7011393291

[www.apparelsourcingweek.com](http://www.apparelsourcingweek.com)  
[www.apparelresources.com](http://www.apparelresources.com)

Mayank Mohindra  
Director, Apparel Resources  
[mmohindra@apparelresources.com](mailto:mmohindra@apparelresources.com)  
+91-9810611487