



**PAKISTAN  
LEATHER GARMENTS  
MANUFACTURERS & EXPORTERS  
ASSOCIATION**

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**BIMONTHLY**



**TO GETHER  
FOR  
LEATHER**

## **Leather or Leather Jackets Import & Export Market for 2023: Trends and Opportunities:**

The leather or leather jacket industry is a dynamic one, with many factors influencing the current and future global markets. As an exporter of leather jackets or leather products, it's important to stay on top of trends and identify potential opportunities – something that can be especially tricky in such a fast-paced industry. In the blog post to follow, we'll explore the upcoming trends and opportunities in the export market for leather goods set to take shape in 2023 so that you're better prepared to make informed decisions as your business grows. We compiled data from various sources including reports by leading organizations within this sector as well as consumer insights to paint an accurate picture of what's likely ahead for exporters like yourself. So, no matter which stage you are in your exporting journey, let's get started on understanding these changing dynamics!

## **Strategies for Successful Entry into the Leather Jackets Export Market:**

Companies looking to enter the leather export market should take advantage of the emerging trends and opportunities in the industry. Investing in research, understanding legal and regulatory compliance requirements, and leveraging technology are some of the critical steps for a successful entry into this competitive field.

Additionally, forming strategic alliances with suppliers, lenders, distributors, and logistics providers can provide reputational benefits as well as support for establishing new networks and resources. By taking a comprehensive approach to ensure a smooth transition into the export market, companies can position themselves for long-term success. Leather goods are increasingly in demand in developed countries, making them a lucrative industry for production and export. It is important to consider best practices in selling leather products abroad.



# APLF-2023

13-15 MARCH 2023

## Post Show Report

PLGMEA MEMBERS PARTICIPATION UNDER THE UMBRELLA OF PAKISTAN PAVILION IN ASIA PACIFIC LEATHER FAIR-2023.

Being the most productive and well renowned fair of its kind in Asia the Asia Pacific Leather Fair-2023(APLF) for leather and leather products, Pakistan Leather Garments Manufacturers and Exporters Association (PLGMEA) which is representing the 2nd largest export oriented industry of Pakistan has organized participation of its member exporters as a regular feature in this event of APLF held from 13-15 th March 2023 in Dubai for the exposition of finest quality of valued added Pakistani Finished Leather Garments made made-ups. We are very thankful to the EDF/MOC for the approval with allocation of required funds for APLF 2023, Dubai, UAE for organizing National Pavilion of Pakistan for wide marketing promotion of exports of Leather Sector of Pakistan We are also thankful to TDAP, Govt of

Pakistan for recommending our proposal made to MoC/EDF required funds for the APLF-2023 which is the vital universal tested tool for marketing & promotion of exports. The support of entire team of EDF/MOC for making the PLGMEA's proposal feasible/acceptance is also laudable/appreciable. Pakistan Pavilion was organized in well designed with colorful eye-catching stands representing Pakistani highly value added-export oriented Leather Garments Industry. Pakistan Pavilion was successfully concluded by Pakistan Leather garments Manufacturers and exporters Association (PLGMEA) in Asia Pacific Leather Fair held from 13-15th March 2023 at Dubai World Trade Centre in collaboration with the Consulate General of Pakistan, Dubai and with the financial support of EDF Board. Ministry of Commerce, Islamabad TDAP, Govt. of Pakistan, Karachi for participation of its 12 Regular Member exporters in a most befitting manner for the supreme interest of promoting country exports via this vital world famous event of Leather Industry. Following PLGMEA member exporters have

taken part under the aegis of National Pavilion of Pakistan in APLF-2023 Dubai:

### Name of Participants:

- 1: M/ s Chamois International
- 2: M/s Swisspo Manufacturing Co. (Pvt.) Ltd.
- 3: M/s Ratra Leather Field (Pvt.) Ltd.
- 4: M/s Shafi Group of Industries
- 5: M/s W. N. Furqan Industries
- 6: M/s Hint Fashion
- 7: M/s Wellway Industries
- 8: M/s Leather Coordinator
- 9: M/s Quality Craft & Co.
- 10: M/s The Quality Products
- 11: M/s Hafeez Tannery
- 12: M/s Pak Future Industries

Mr. Jam Ikramullah Khan Dharejo, Provincial Minister of Industries, Government of Sindh invited as Chief Guest to visit the show has inaugurated the Pakistan Pavilion in APLF-2023 at UAE ALONGWITH Mr.Hassan Afzal Khan, Consul General, Consulate General of Pakistan in UAE. The ceremony also attended by PLGMEA member participants of APLF-2023, other senior Members of PLGMEA, Organizers of APLF.



## Efforts urged to boost exports of leather goods:

Pakistan's leather industry is largely export-oriented, but it has been facing challenges such as rising raw material costs, shortage of gas, and lack government support. This was stated by Muhammad Iqbal, Secretary General of Pakistan Leather Garments Manufacturers and Exporters Association.

Talking to WealthPK about the challenges faced by the leather garment industry and the steps to address them, he said despite having significant growth potential, the industry had struggled due to a lack of government support and the burden of high customs duties and tariffs on imported raw materials.

He added that the shortage of gas had only added to these challenges, resulting in the closure of tanning units and job losses for thousands of workers.

To address these issues, Iqbal suggested the government formulate specific policies for the leather sector, as was done for the textile industry, to boost exports. According to him, reducing customs duties and tariffs on raw materials, as well as providing concessions to industrialists on the consumption of electricity and gas were necessary. He added that encouraging foreign investment in the industry could also help increase exports of leather garments. Moreover, Iqbal stressed the importance of training labourers in the latest technologies, such as 3D and digital fabrication, to improve the industry's competitiveness.

He believes that these steps, along with government support and policy changes, could significantly benefit Pakistan's leather garment industry.

However, in March 2023, the government terminated RCET of Rs19.99/kWh, announced in October 2022, while the RLNG tariff increased from \$6.50/MMBTU to \$9/MMBTU. These developments are likely to adversely impact the sector's profitability and increase the prices of finished products.

In addition, the report said Pakistan's leather industry faced gas shortage during the winter months of FY23, leading manufacturers to seek alternative fuel sources. As a result, the increased reliance on alternative fuels led to a rise in input costs for the industry. Meanwhile, export financing, which is separated from short-term borrowing, constitutes the second-largest proportion of debt, accounting for around 32% as of end-January 2023, down from around 34% at the same time in 2022. At the end of January 2023, long-term financing accounted for approximately 25% of the total borrowing in the leather industry in Pakistan, marking an increase from around 22% at the same time in the previous year. Based on data released by the Pakistan Bureau of Statistics, the country's leather manufacturing sector recorded exports of \$601,698 million from July to April of the current fiscal year. This represents a decline of 2.67% from the \$618,223 million in exports recorded during the same period

in the previous year. The production of leather primarily relies on raw hides and skins as its raw materials. However, prices for these materials have been on an upward trend since FY20, with an increase from Rs876 per kilogramme in FY21 to Rs1,395 per kg in FY22.

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## Visit PLGMEA official website

All Members of PLGMEA can log on to PLGMEA website [www.plgmea.pk](http://www.plgmea.pk) and can make their mini website is Search Engine Optimized (SEO) like Google, Yahoo etc. The salient features of our website are as following:

- Update Members Directory
- Visa Recommendatory Letter
- Current Rebates SEOs & Circular
- Inter-member Trading

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## DO YOU HAVE SOMETHING TO SHARE ?

All members are cordially invited to share their personal experiences tips, useful websites, articles or anything beneficial to our members.

Any such information should be sent to PLGMEA NZ office which shall be scrutinized and the published in the next bulletin.

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### TARIQ ISMAIL

Secretary PLGMEA (NZ)

Email: [plgmeaskt@gmail.com](mailto:plgmeaskt@gmail.com)

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### Advertise on PLGMEA website:

For more details please contact

### Zeeshan Amin

Admin Officer

Tel: 052-3254401



## TEXPO 2023 HELD FROM 26TH TO 28TH MAY 2023

It is matter of admiration that TEXPO 2023 is set to honour the remarkable journey of the Pakistani products, which has weaved its way across borders, touching and empowering countless lives around the globe and PLGMEA is going to make a part of this prestigious fair. TEXPO 2023 is the most important & potential Exhibition for Leather Garments, Goods, Leather Made-ups, and Footwear.



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### Group Photo with Deputy Secretary Commerce and DG TDAP at TEXPO 2023 at Expo Center Karachi



# Leather Sector Exports

July - April. 2021-22, July - April. 2022-23

Value = (Rupees in Million)  
(US Dollars in Thousands)

	July - April 2021-22	July - April 2022-23	% Change
Leather Tanned	172,742	140,814	-18.48%
Leather Garments	262,106	236,081	-09.93%
Leather Gloves	237,481	235,091	- 01.01%
Leather Footwear	102,777	117,608	14.43%
Leather Manufactures	015,859	012,918	-18.54%
Total Leather Products	618,223	601,698	-06.13%



## Central & Southern Zone

- 📍 ST#20, Central Avenue, Sector 7/A Korangi Industrial Area, Karachi
- ☎ 0092-21-35116821, 36022403
- 📠 0092-21-35116822
- ✉ plgmea.iq57yahoo.com

## Northern Zone

- 📍 BASF Building, Main Defence Road Sialkot, Pakistan
- ☎ 0092-52-3254401, 3254403
- 📠 0092-52-3254400
- ✉ plgmeaskt@gmail.com

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