

# FDDI NEWSLETTER

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Institution of National Importance (INI)  
under FDDI Act, 2017

A Weekly Newsletter  
साप्ताहिक समाचारपत्रिका

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24<sup>th</sup> January 2020

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## FDDI, Chhindwara retail student, during his internship, provides training to store employees of Aditya Birla Fashion & Retail Ltd. (Pantaloons), Chhindwara

Mohd. Junaid, a student of MBA (Retail & Fashion Merchandise) of Footwear Design & Development Institute (FDDI), Chhindwara campus has created a new benchmark by providing training to the store employees of Aditya Birla Fashion & Retail Ltd. (Pantaloons) the on the topic 'Product Knowledge in Footwear'.



Mohd. Junaid briefing on the topic 'Product Knowledge in Footwear' to the employees of Aditya Birla Fashion & Retail Ltd. (Pantaloons)

Mohd. Junaid provided this training to the employees of Aditya Birla Fashion & Retail Ltd. (Pantaloons) during his internship.



Certificate awarded to Mohd. Junaid

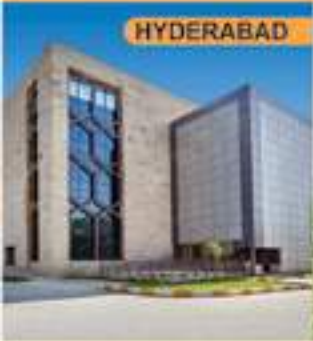
Mohd. Junaid's name was recommended by the Store Manager of Pantaloons Ltd., Chhindwara who witnessed and was impressed with Mohd. Junaid's in-depth product

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knowledge and analytical skills in footwear while interacting with a customer.

Store Manager recommended Mohd. Junaid's to his higher authorities for imparting product knowledge training to their store employees across various locations namely Pantaloons - Chhindwara, Pantaloons DB Mall- Bhopal and Pantaloons TI Mall - Indore.

All the necessary arrangements and facilities were provided to Mohd. Junaid by the company for imparting the said training.

Mohd. Junaid got a chance to apply his theoretical knowledge in the practical life which helped the store employees of Pantaloons in improving the skills, competencies and knowledge in footwear.

Mohd. Junaid was cited for his training program and was awarded with a certificate for the same from Aditya Birla Fashion & Retail Ltd.

**Tata International eyes Rs.1,000-cr revenue from leather products**

**Plans to invest Rs. 500 crore for capacity expansion**

Tata International, a part of the Tata group, plans to invest nearly Rs. 500 crore in the next five years to

expand its manufacturing capacity, especially for synthetic and non-leather products and ladies shoes, said Mr. V Muthukumaran, Head-Leather Products, Tata International.

The market is good for both leather and non-leather products, he told newsmen.



Mr. V Muthukumaran, Global Business Head, Leather Products, Tata International Ltd.

The company expects a 15 per cent increase in revenue to Rs. 1,000 crore from leather products for the fiscal ending March 31, 2020.

Tata International is India's third largest exporter of leather and leather products, and the second largest exporter of leather footwear, he said.

In 2017-18, the company manufactured 4 million leather footwear pairs; in 2018-19, it was 4.5 million and in 2019-20, it was 5.3 million. "We plan to manufacture

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around 7 million pairs in 2020-21," he said.

"We are looking at an incremental revenue of Rs.150-200 crore for 2020-21," he said. Nearly 85 per cent of the total revenue comes from exports, mainly to Europe, the US and Australia, he said. "We export leather and leather products to nearly 30 countries," he said.

### Growth in Leather Shoes

On emerging trends, Mr. Muthukumar said growth in leather shoes is quite stagnant. However, the market for non-leather; sports and comfort shoes is growing. "Nearly 90 per cent of our business is in leather products. However, in the next 4-5 years, the growth will be more in non-leather products," he said.

Tata International offers premium brands in children, ladies and men's shoes categories. Its clients include Alpine Stars, Caleres, Clarks, Deichmann, Geox, Marks & Spencer, Massimo Dutti, Zara and Woverine, he said. The company has manufacturing facilities at Chennai, Ranipet, Ambur and Chittoor, he added.

(Source: Business Line)

### Shoemaker Clarks to focus on Indian market

Firm eyes Rs. 600 crore in retail sales

Clarks Future Footwear Private Ltd. will focus more aggressively on the Indian market than on China, said a top official.

"During 2019, we sold 9 lakh pairs against 5.5 lakh pairs in the previous comparable period," said N. Mohan, executive director and CEO, Clarks India.

"We had posted 45% growth even when the economy was facing a slowdown. In retail value, it was Rs. 350 crore," he added.

Asserting that the Indian market had posted a 7.6% CAGR (Compounded Annual Growth Rate) in the last two years against 3% for China and 2.2% in the U.S., he said India was the fastest-growing market for the company and that it would focus more here, than on China.

### Exploring 'phygital'

"Going forward, our increased focus would be on e-commerce and exploring 'phygital.' Today, online represents 10-15% of our sales and 'phygital' is catching up," he said.

Over the next four years, Clarks plans to more than double its retail presence and customer touch-points so as to retail 2.5 million pairs in the country with a retail value of Rs. 600 crore.

(Source: The Hindu)

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## Future Retail raises \$500 m from international market

Kishore Biyani-led Future Retail on 15 January 2020 said it has raised USD 500 million through dollar-denominated bonds. "The company has successfully priced a USD 500 million Fixed Rate Senior Secured 144A/Reg S Bond for a 5-year (non-call 3-year) tenor at 5.600 per cent," the company said

As per the company, the bond transaction also marks the first international bond deal from the retail and consumer sector space in India.

"We are overwhelmed by the strong response of the global investor community which is a testament to our strong credit story. This transaction would help us further diversify our sources of funding, Future Retail Limited (FRL) Joint Managing Director, Mr. Rakesh Biyani said.

Proceeds from the offering will be utilised to purchase store assets from Future Enterprises Ltd. which will help significantly improve EBITDA margin profile of FRL, Mr. Biyani added.

The company intends to use all of the proceeds to meet the capital expenditure for the acquisition of

certain instore retail infrastructure assets from Future Enterprises Limited. The notes will be listed on the Singapore Exchange Securities Trading Limited (SGX- ST).

"The transaction witnessed 37 per cent participation from Asia, 42 per cent from the US and 21 per cent from EMEA with 84 per cent investment from long haul funds, 8 per cent from private banks, 5 per cent from insurance/pension funds and 3 per cent from banks and others," the filing said.

It further added that there has been strong demand from most of the blue chip names amongst the largest funds across the globe. Deutsche Bank, Standard Chartered Bank, Barclays, J P Morgan and UBS acted as Joint Global Coordinators and Joint Bookrunners.

(Source: Financial Express)

**Compiled by:** Resource Centre (RCIP),  
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