AN OPPORTUNITY…
THE EU MARKET
TRENDS AND REQUIREMENTS

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We have successfully provided market intelligence, sector strategies, customized project management, marketing, trade fair linkages, sourcing strategies, supplier linkages, training and capacity building.

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STRUCTURE

1. EU key trends – economic
2. EU key trends – the growth of ethical and sustainable fashion
3. General trends – fashion
4. Key categories for Peru
   1. Womenswear & accessories – high end baby / alpaca
   2. Baby and kidswear – pima cotton and alpaca
5. International buyer impressions

Photo: 'View' issue 45, womenswear trends 2011-12

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EU KEY TRENDS

1. Recessionary situation
2. The need to belong and go local
3. Have a meaning and greater interest in social and environmental issues
4. Corporations wanting to connect with people through stories and experiences
5. Focus on value
6. Recycling, organic, sustainable, ethical, saving the environment,
7. Natural fibres, innovative blends, new sources and new inspirations from the world
8. Looking at other options … other than china

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KEY MARKETS – UK, GERMANY, BENELUX, SCANDINAVIA

1. High consumer spending power
2. Well structured retail markets and open to new brands
3. Many brands interested in looking for new and sustainable suppliers
4. Brands from emerging countries in Latin America beginning to come up and enter the market – EG: Ethical Fashion Show, Paris September 2011
5. Design is VERY important
6. Story behind the product is important
7. Fabrics and raw materials given a lot of importance
8. Compliance and social conditions

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EU KEY TRENDS – GROWTH OF SUSTAINABLE AND ETHICAL FASHION

- Rising prices and falling disposable income are forcing shoppers to re-think shopping patterns.
- Primark and H&M both admit that sales are slowing down.
- The appeal of fast, throw-away fashion gone
- People opt to buy one special item in place of many and even feel proud of wearing last year's coat this year.

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A SEARCH FOR BELONGING AND SUSTAINABILITY

Source: Stylesight

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Environmental requirements

They are often covered by legal restrictions on the use of certain chemicals (azo dyes).
Certificates of organic fibres (cotton).

Social requirements can be found in a number of instruments: company codes of conduct, managements systems and labels. Most initiatives are based on the basic ILO standards, covering labour rights and occupational health and safety (OHS).

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EU KEY TRENDS - ETHICAL FASHION INITIATIVE

- [1] Ethical fashion is fashion that minimise the impact on the environment and maximise the benefits for the people according to the definition of the Ethical Fashion Forum http://www.ethicalfashionforum.com/

- As an example, Dutch retailer C&A sold around 23 million organic cotton products in 2010 and Tesco, the leading UK retailer, sold over 5 million pieces of Fairtrade cotton clothing in 2009.

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ETHICAL FASHION – A GROWING TREND

- Consumers are also becoming more conscious and, besides design and quality, they are increasingly interested in purchasing responsible clothing.
- The market for ethical fashion[1] is growing rapidly worldwide, retail sales are estimated USD10bn in the USA and €1bn in the EU and this represents only 1% of the global fashion market.
- In Europe, northern European countries such as Scandinavia, France, Germany and UK are key markets for sustainable fashion.
- Fashion brands and retailers at all market levels are approaching sustainability, even high-street retailers.

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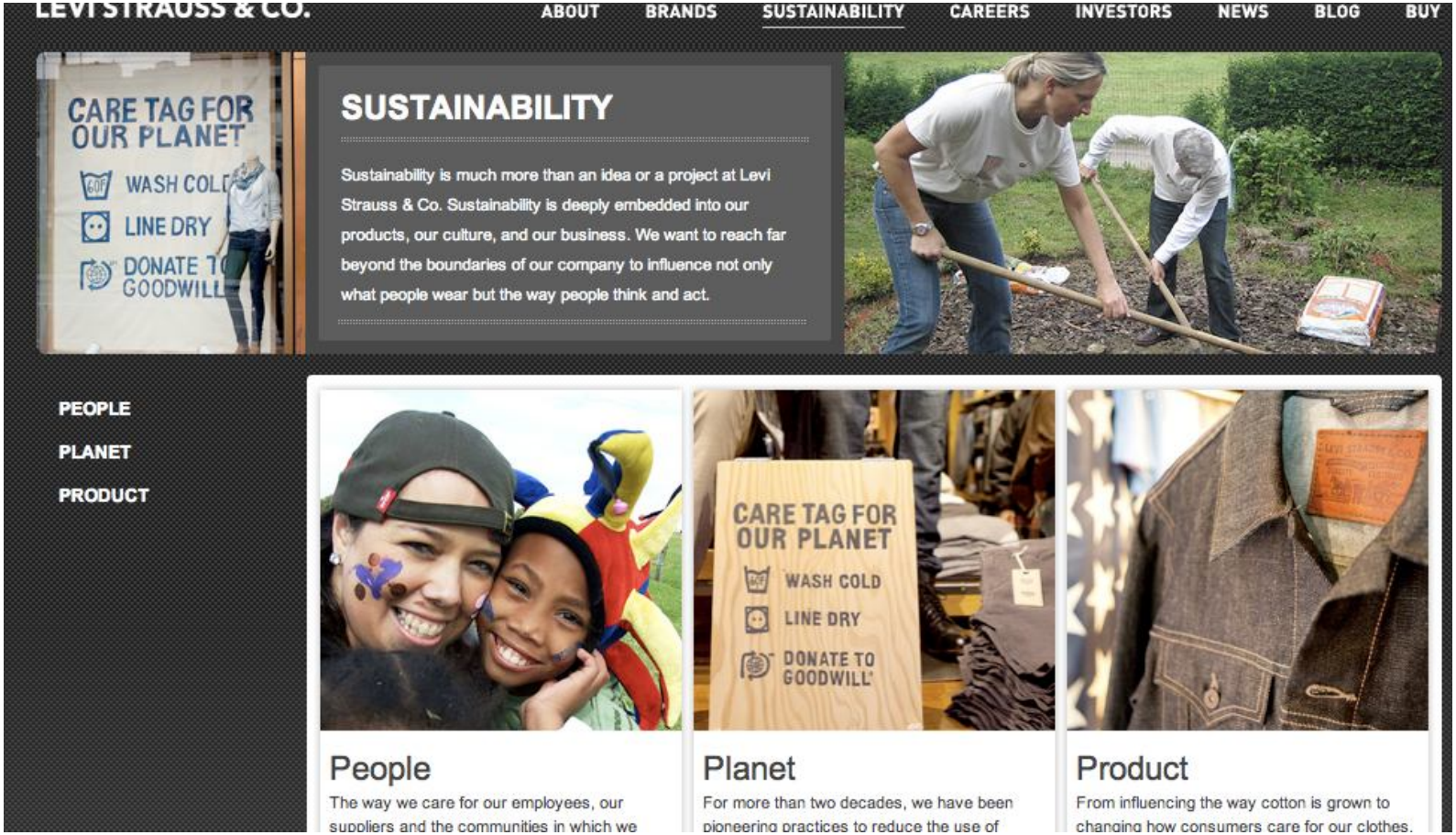
LEVI'S SUSTAINABILITY



* source: http://www.levistrauss.com/about/public-policy/trade

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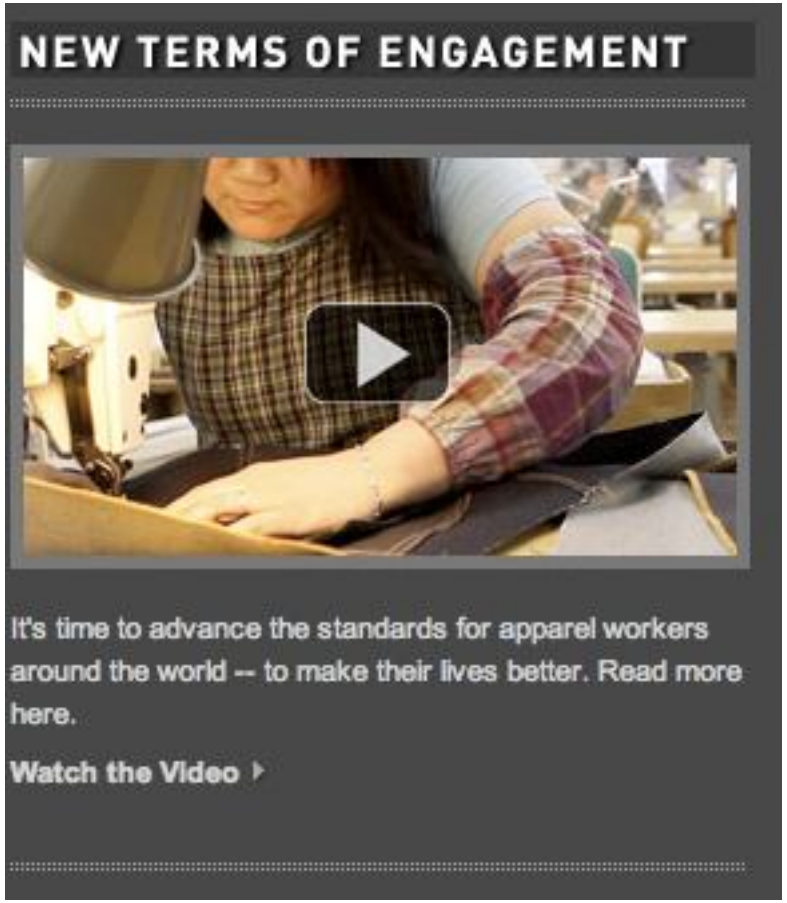
LEVI'S SUSTAINABILITY

- The first and only major multinational company to publicly advocate for linkage of trade and labor, incorporating key workplace standards and worker rights provisions within the context of trade agreements*
- Responsible Global Sourcing
- Transparency
- Received a number of awards for CSR



* source: http://www.levistrauss.com/about/public-policy/trade

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PEOPLE TREE

Their mission is to create beautiful garments that create jobs in developing countries.
All their products are ecologically sound (organic, hand woven or knitted)…

Transparency about made in….and they have a great ability to tell the stories of people behind the clothes they make.
E.g.: Assisi http://bit.ly/fKtUs5

One day in the life of People Tree (6:40) http://bit.ly/fOgX30

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ANIMANA

Combines the capacity to produce beautiful, high end and luxury products with pioneering production.

Works with local people from Patagonia and the Andes, encouraging groups of craftsmen to create one of a kind garments and textiles, using llama, guanaco, alpaca, silk, cotton-wool, merino-wool, raffia, corn, onix, alpaca metal.

http://www.animanaonline.com/

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Photo: 'View' issue 45, womenswear trends 2011-12

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FASHION TRENDS

098 Womenswear inspirations
There are a myriad of references that are important for this season, they range from rich eastern ornamentation to a love of traditional crafts and forgotten hobbies. A modern tone is also detectable and, here, simplicity is the key.

114 Womenswear colours
Texture always impacts on colour and never more so than this winter. Our inspiration is taken from the food around us as it is gathered together to compile some winter dishes: rich nourishment to feed all of our senses.

126 Womenswear key shapes
To be on trend for Winter 12/13 will depend upon paying closer and closer attention to the subtleties of proportion. No longer can we talk in terms sweeping statements such as big or small, long or short!

140 Womenswear fabrics
What a season of contrasts! From the richest of wools in the cleanest of shapes, Scandinavian influences next to 3D cubes and the soft and delicate contrasted by sharp, strong shapes with powerful detailing.

158 Accessories and trims
This season is a long road decorated with the view on various landscapes. From clean and sharp silhouettes, almost without detail, to overwhelming decorative ornaments, in an outburst of colours.

174 Casualwear
Looking at the big picture and what will influence us, lifestyle choices are top of the agenda.
In a world where every dollar spent must be considered and every move is recorded in minute detail, meaningful experiences and deeper happiness become paramount.

194 Menswear colours
Colours for Winter 12/13 are simply beautiful. They are also challenging since palettes have been quietly progressing each season into stories that are more directional than they might appear at first glance.

204 Menswear styling
The spirit of 'heritage' is strong for 2012 and there are many reasons for this, one being that 'heritage' means reliable, being the best of what the past can offer, but, now, it also means it's the best of what the

222 Menswear fabrics
This is a season when country comes to town – either in monochromatic browns or rich autumn russets and claret reds. Play it up-market or down-market.

Source: VIEW, Textile View Magazine issue 95, Autumn 2011

Source: stylesight

10 PRINCIPLES F/W 12/13

1. Go tonal:
Don't mix more than two color families, and harmonize using similar tones.

2. Red is the new black:
"Red is as strong as black", said Rei Kawakubo. Black is no longer strong and has become harder to use.

3. Out of the blue:
Denim moves away from blues to greys, greens and earth tones.

4. Artisanal finishes:
Put made-by-hand on show, leave edges raw and play with stitches.

5. Super size me:
Giant knits, oversized coats, coarse gauge yarns- everything is going two sizes up.

6. Wild animals:
The fascination with animal life continues; feathers, fake or real fur, and spots will invade the market.

7. Subtractive cuts:
Deconstruct, eliminate and reconstruct. Play with asymmetry, break the mold, bring a new perspective.

8. Elevated sportswear:
Where sportswear fabrics meet city styles, from fleece to nylons, two worlds collide!

9. Get transparent:
Sheer continues to clear the way, even menswear and outerwear are becoming transparent.

10. Go digital:
Enough with the retro, we won't be talking vintage next winter, but looking into rapid prototyping and 3-D technologies.

GENERAL TRENDS – COLOURS

Source: stylesight

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GENERAL TREND – SIMPLICITY

17-1212 TCX

16-0839 TCX

11-0601 TCX

19-0303 TCX

16-1703 TCX

16-1342 TCX

COMPOSITION

Simple Living

The Quaker ethos recalls a modesty and prudence that will appear as a new lifestyle choice. Limiting possessions to simple things with long-lasting qualities will seem romantic and appropriate. Post-impressionist painters like Vincent Van Gogh and Paul Cézanne resonate for their use of color, inspiring natural hues of mushroom, buckskin and grey with gold, black and white accents.

Source: stylesight

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GENERAL TREND – STRUCTURE

Source: stylesight

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GENERAL TREND – INNOVATION

MILK YARN CHARACTERISTICS

Milk protein's performance properties make it a competitive fiber, yarn and textile.

Luxurious sheen and soft touch for lightweights / Beneficial to human health with eighteen amino acids, 80% antibacterial, antifungal and anti-repellant properties / Hygroscopic origin gives good breathability and moisture management / Fade resistant / Color fastness / Fabric freshness / Easy dyeing at standard temperatures / Sustainable, renewable and bio-degradable / Oeko-Tex Standard 100 certification

Source: stylesight

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GENERAL TREND – INNOVATION

Source: ethical fashion show, paris – sept 2011

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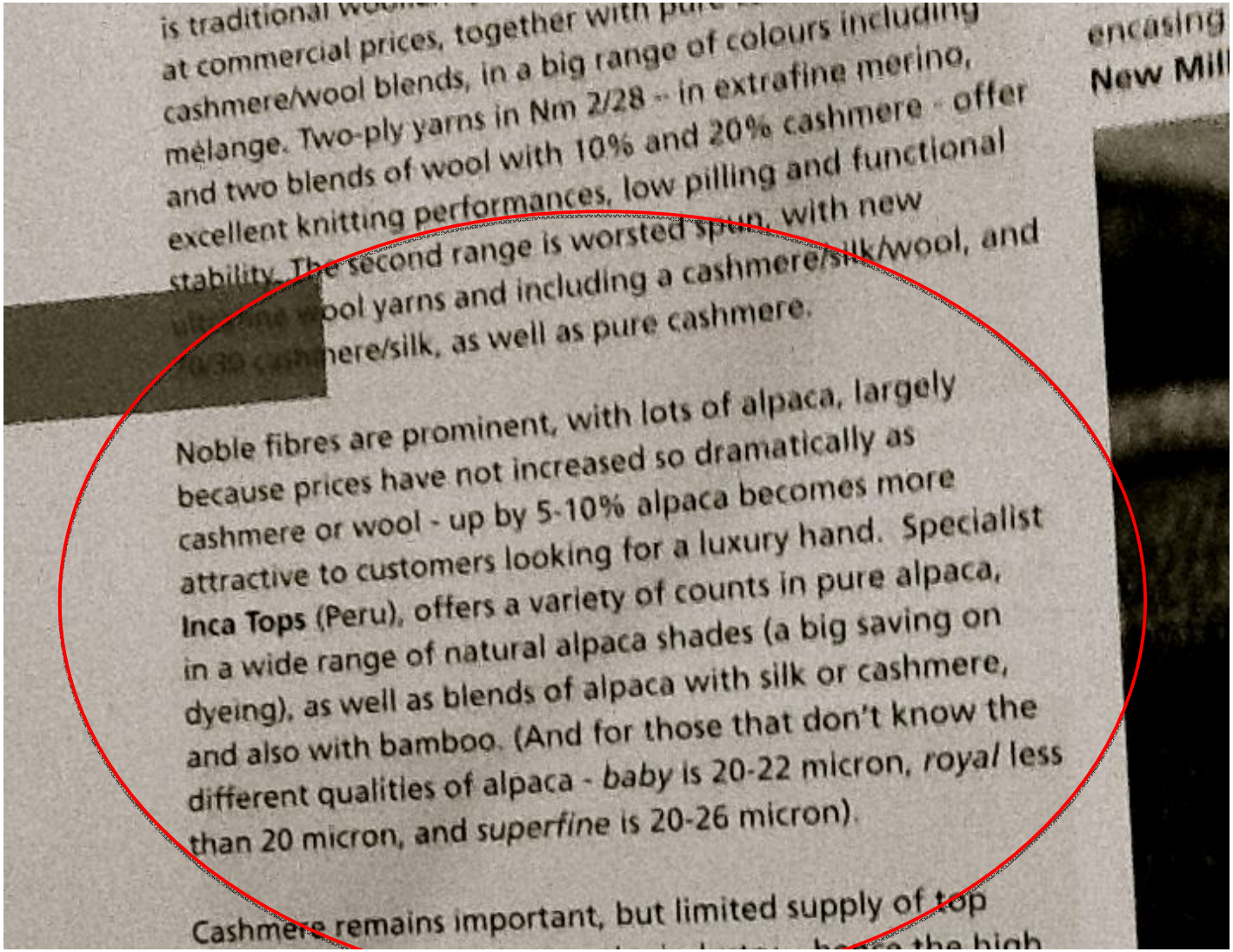
GENERAL TREND - ALPACA



is traditional wo
at commercial prices, together with pu
cashmere/wool blends, in a big range of colours including
mélange. Two-ply yarns in Nm 2/28 – in extrafine merino,
and two blends of wool with 10% and 20% cashmere - offer
excellent knitting performances, low pilling and functional
stability. The second range is worsted spun, with new
ultrafine wool yarns and including a cashmere/silk/wool, and
70/30 cashmere/silk, as well as pure cashmere.

Noble fibres are prominent, with lots of alpaca, largely
because prices have not increased so dramatically as
cashmere or wool - up by 5-10% alpaca becomes more
attractive to customers looking for a luxury hand. Specialist
Inca Tops (Peru), offers a variety of counts in pure alpaca,
in a wide range of natural alpaca shades (a big saving on
dyeing), as well as blends of alpaca with silk or cashmere,
and also with bamboo. (And for those that don't know the
different qualities of alpaca - *baby* is 20-22 micron, *royal* less
than 20 micron, and *superfine* is 20-26 micron).

Cashmere remains important, but limited supply of top

encasing
New Mill

Source: VIEW, Textile View Magazine issue 95, Autumn 2011

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Photo: 'View' issue 45, womenswear trends 2011-12

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PRODUCT CATEGORIES WITH HIGH POTENTIAL – PERU

Babywear and childrenswear

Alpaca high end clothing and accessories

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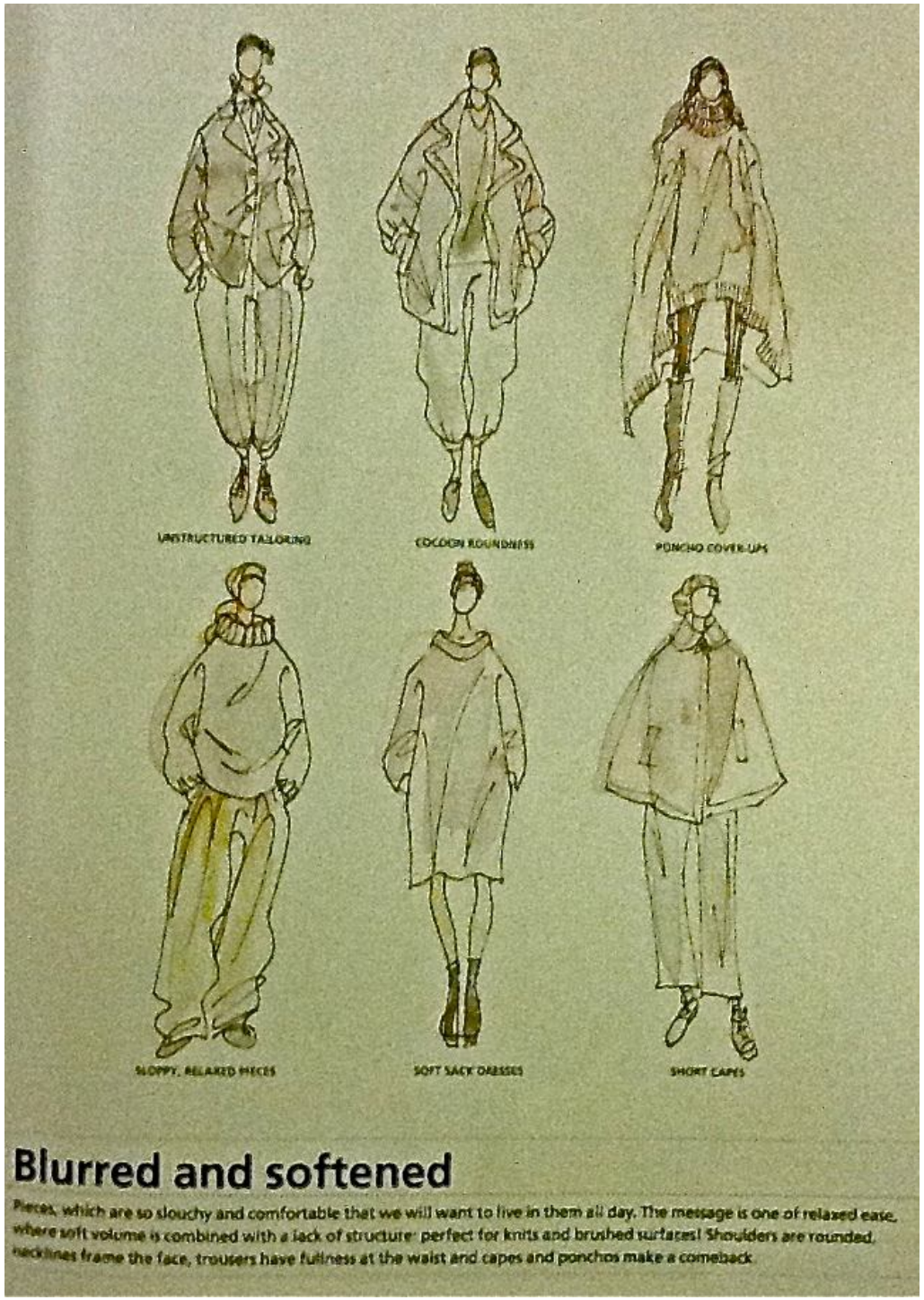
CATEGORIES WITH HIGH POTENTIAL – PERU

ALPACA :
Trends for 2012 – 2013 show a clear interest in wooly knits, alpaca products, hand knits, crafty influences … all in line with the Peruvian offer for Alpaca products!

Source: VIEW, Textile
View Magazine issue 95,
Autumn 2011



CATEGORIES WITH HIGH POTENTIAL – PERU

BABY AND CHILDRENSWEAR :
A Growing market segment with great interest in sustainable, ethical, organic, fair trade and ethical standards to include ALPACA and COTTON

Source: Clothing Connect Trend Book, Autumn 2011

MARKET POTENTIAL: UK

1. Childrenswear market recently passed through a difficult period.
2. In 2009, sales of childrenswear bounceback to £5 billion after falling in 2007 and 2008.
3. The falls in recent - low-cost imports, growth of low-price supermarkets and discounters, combined with recent recession.
4. Sales expected to return to growth in 2010 thanks to improved consumer confidence,
5. Market is forecast to grow by just 3% to a value approaching £5.2 billion in 2014.

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MARKET POTENTIAL: GERMANY

1. Childrenswear market generated total revenues of $10.5 billion in 2009,
2. Compound annual growthrate (CAGR) of 1.5% for the period spanning 2005-2009.
3. Total revenues of $6.3 billion, equivalent to 59.7% of the market´s overall value.
4. The performance of the market is forecast to decelerate, with an anticipated CAGR of 0.9% for the five-year period 2009-2014,
5. Expected to drive the market to a value of $11 billion by the end of 2014.

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MARKET POTENTIAL: NETHERLANDS & BELGIUM

Holland and Belgium (Jan 2011):

1. Children's fashion sales levels appear to be on the up in the Netherlands and Belgium.
2. The market is recovering. Many CHEAP (low cost) shops disappeared in Belgium. These tried to compete with major chains like H&M, Zara.
3. Now left with mainly specialised higher price segment."
4. <u>Characteristics and strategy:</u>

- location of the two small countries, shared language, but they actually differ greatly. eg, Belgians will generally spend more on an item of clothing than Dutch people would.
- Dutch customers who like and value the brand will continue to buy it. They didn't notice the crisis much. Most retailer turnovers stable during the last few years

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MARKET POTENTIAL: SCANDINVAIA – EG. DENMARK

1. The Danish childrenswear market generated total revenues of $1.1 billion in 2009,
2. A compound annual growthrate (CAGR) of 3.2% for the period spanning 2005-2009.
3. Sales by clothing, footwear, sportswear and accessories retailers proved the most lucrative for the Danish childrenswear market in 2009,
4. Total revenues of $711.1 million,
5. 65.2% of the market´s overall value.

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Childrenswear
Sixties +

= (Old) School

Fashion Almanac
Loes van Look & Aranka Sanderman

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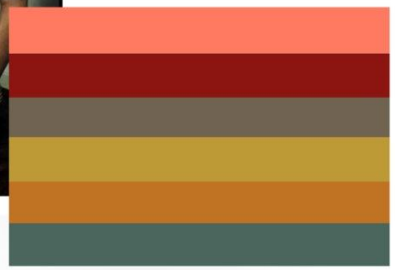
(Old) School



(OLD)SCHOOL

BACK TO (OLD) SCHOOL WAS NEVER SO MUCH FUN. IT'S COOL TO LOOK WISE AND IMPRESSING YOUR CLASSMATES WITH COLORFUL GLASSES AND BRACES. WARM NOSTALGIC COLORS COMBINED WITH ONE QUIRKY COLOR. THE FABRICS ARE UPDATED FROM GRANDPA'S WARDROBE, FLEXIBLE TWEEDS AND WARM WOOL, TOGETHER WITH MORE NEAT FABRICS FOR LITTLE BLOUSES AND SHIRTS. AFTER THE SCHOOL BELL RINGS TWICE, EVERYONE IS STANDING IN LINE WITH THEIR PERFECT LEATHER SCHOOLBAG IN THEIR LITTLE HANDS (SECRETLY TO IMPRESS THE TEACHER THE MOST).

POPUPSHOP
KNITTED ORGANIC COTTON KNIT V-NECK CARDIGAN

MAAN
PUZZLE SWEAT

OEUF NYC ACCESSORIES
BABY - MITTEN ALPACA GILET

BOBO CHOSES
T-SHIRT

LA PETITE LUCE
JADE PANTS

TROIZENFANTS
BABY - AMEL PULLOVER IN WOOL

AMERICAN APPAREL
BABY - SHORT SLEEVES T-SHIRT

AGNES B.
COLVERT RAIN COAT

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Childrenswear

Scandinavian +

= Animals of Farthing Wood

Fashion Almanac
Loes van Look & Aranka Sanderman

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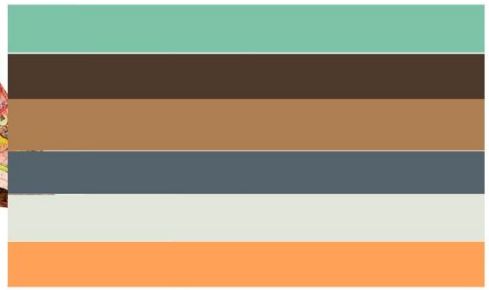

Animals of Farthing Wood

ANIMALS OF THE FARTHING WOOD

THE SMELL OF FRESH AIR, GREEN GRASS AND UNTREATED WOOD. WE HAVE TO BE IN SCANDINAVIA. CLEAN LINES, NATURAL COLORS AND MINIMALISM ARE WAY TOO BORING FOR ENERGETIC CHILDREN. A FOREST IS PLAYFUL AND FUN FOR THEM AND ANYTHING BUT RELAXING. ALL THE QUIRKY ANIMALS ARE PERFECT FOR PRINTS ON FABRIC. IMAGINE OWLS WITH LARGE EYES AND GLASSES, FAST SQUIRRELS AND SMILING DEER'S. THE COLORS STAY NATURAL WITH SOME DOTS OF GREEN AND PURPLE. THE ANIMALS ARE RETURNING TO THE FARTHING WOOD.

OEUF NYC ACCESSORIES
ALPACA PULL - OVER

PETIT BATEAU ENFANT
DUFFLE COAT COTTON LINING

CHLOE
KNITTED CARDIGAN

OEUF NYC ACCESSORIES
BABY - ALPACA MITTENS

OSCAR & VALENTINE
BABY - SLIPPERS CLASSIC

MAAN
SPY VELVET PANTS POCKET IN THE FRONT

TROIZENFANTS
THEA FUR SLEEVELESS JACKET

BOBO CHOSES
SWEAT SHIRT

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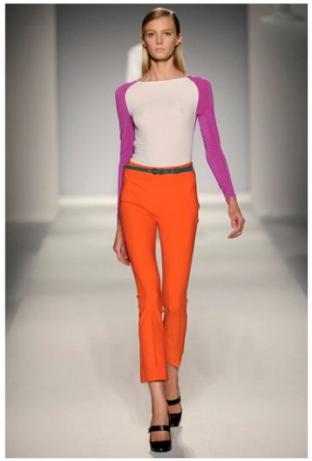
Childrenswear
Color Blocking +

= Color Blocks



Fashion Almanac
Loes van Look & Aranka Sanderman

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Color Blocks

COLOR BLOCKING

THIS TREND IS LIKE ONE BIG GAME OF FINGER PAINTING. THERE ARE ONLY THREE POTS OF PAINT STANDING IN THE MIDDLE OF THE TABLE : YELLOW, RED AND BLUE. PUTTING YOUR FINGERS IN THESE 3 POTS, WILL RESULT IN EVERY COLOR YOU CAN IMAGINE ON A SHEET OF PAPER. THE ATTENTION IS ONLY GOING TO THE PLAYFUL USE OF COLOR, NO PRINTS, NO FRINGES, ONLY CLEAN LINES AND SILHOUETTES. THE LITTLE PABLO PICASSO'S CAN WEAR EVERY FABRIC THEY WANT AS LONG IT HAS ONE BRIGHT COLOR THAT DON'T MATCHES THE COLOR OF HIS PANTS.

PETIT BATEAU ENFANT
THIN POLO-NECK JUMPER

BONNIE BABY
BABY - ROSE STRIPED CASHMERE SWEATER

BONNIE BABY
BABY - BLEU CASHMERE STRIPED PLAYSUIT

CARAMEL BABY&CHILD
KANGAROO KNITTED ROUND NECK

FINGER IN THE NOSE
SCOTT CHINO PANTS

AGNES B.
BABY - BARBIE DRESS WITH PRESSURE BUTTON

MAAN
GAME MERINO WOOL MITTENS

CARAMEL BABY&CHILD
RIB KNEE SOCKS

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Childrenswear
Wonderland +

= Castles & Carrousels

Fashion Almanac
Loes van Look & Aranka Sanderman

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Castles & Carrousels

CASTLES AND CARROUSELS

HIGH ABOVE THE CLOUDS, WHERE THE SKY IS LOOKING PINK AND PURPLE, A LITTLE IS PRINCESS IS LOOKING DOWN ON US. SHE IS JUMPING AROUND IN HER SELF-MADE CASTLE. SHE IS NOT DADDY'S LITTLE ANGEL BUT A FROLIC PRINCESS WITH A TWINKLE IN HER EYES. THE FRINGES ON HER LOLLIPOP DRESS ARE EVERYWHERE AND THE COLORS ARE SO SWEET THAT IT MAKES YOUR TEETH HURT. THESE PRINCESSES DON'T NEED PRINCES, THEY CREATE THEIR OWN HAPPILY EVER AFTER.

OSCAR & VALENTINE
BABY - PLAYSUIT WITH A TWO-COLOUR POCKET

CARAMEL BABY&CHILD
KOALA MUST-HAVE COAT

OSCAR & VALENTINE
BABY - SLIPPERS CLASSIC

APRIL SHOWERS
FARA CREPE SKIRT DIABOLO PRINT

HUCKLEBONES
NUDE GATHERED TOP

LILI & THE FUNKY BOYS
VALAR JOGGINGS

OSCAR & VALENTINE
BABY - PLAYSUIT

LITTLE MARC JACOBS
JENNY BODY WITH "COLERETTE" NECK

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Photo: 'View' issue 45, womenswear trends 2011-12

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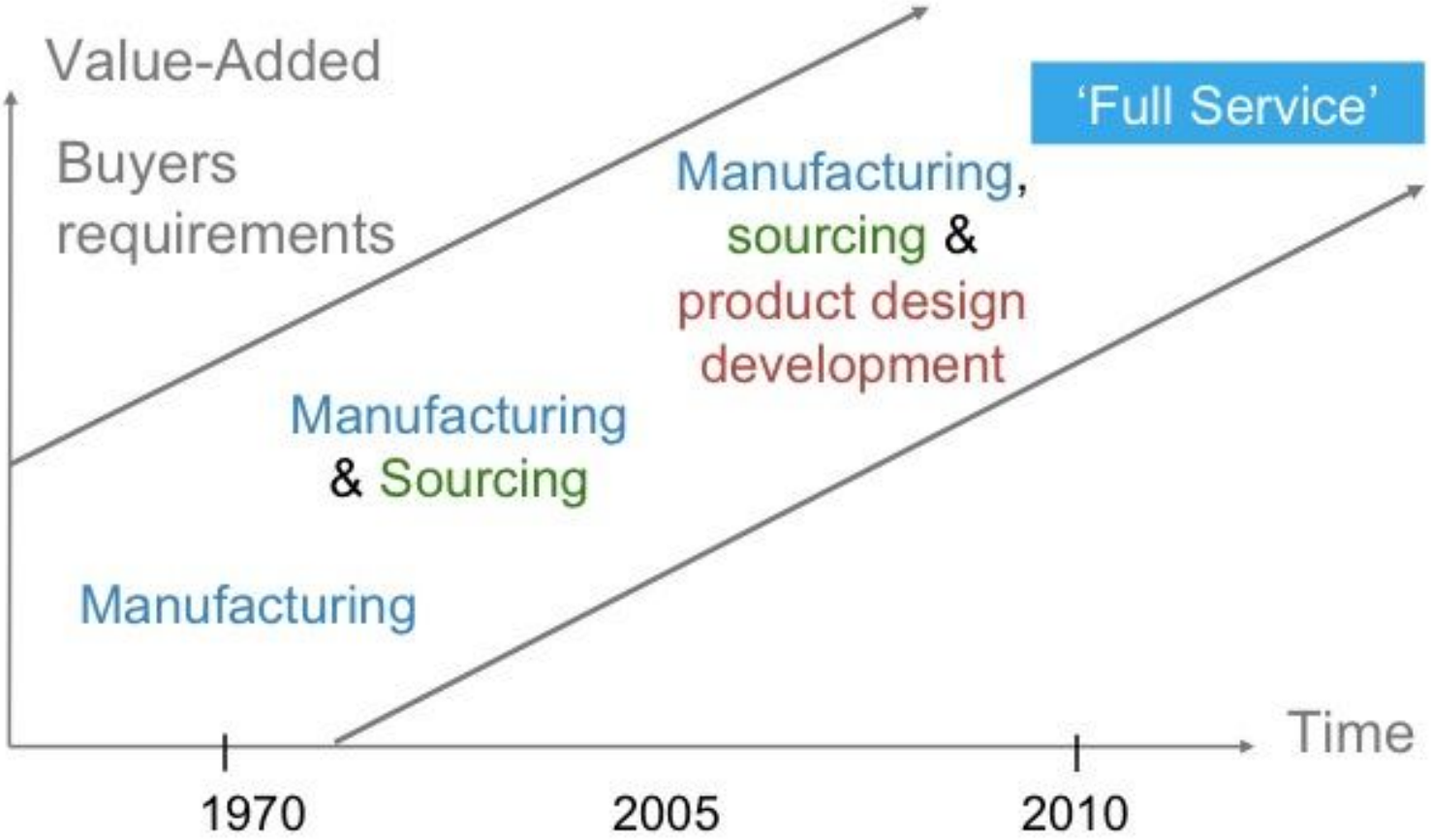
WHAT DO YOU NEED TO DO

WHAT DO BUYERS WANT??



Source: ITC textile and clothing presentation

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BUYER REQUIREMENTS – EU

WHAT ALL WOULD MOST BUYERS LIKE TO SEE ?

SPEED TO MARKET

CONSISTANT QUALITY

PRICE

COMPLIANCE & CODES OF CONDUCT!!

DESIGN CAPABILITIES !!!

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BUYERS SAY…. LEAD TIMES

Respecting lead times is key to work with with European buyers.

Fashion is a sector following a specific agenda to which all players need to stick to in order to get the system going.

All buyers have stressed the fact that respecting the agreed lead times means meeting a basic condition of the market because a late delivery means lost sales in stores

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BUYERS SAY…. RELIABILITY

- "*Reliability means respecting agreements and deliver on time*" – Mr Jack Theuns, owner, AnitaR Groothandel.

- "*Reliability is the starting point to building long-term relationship wit our suppliers*" – Mr Michel Kamphuijs, Sourcing Manager, N-JOY

- "*Our suppliers needs to perform well and deliver a good quality products constantly*"- Mr Kees Stronk, Sourcing Manager, A-Brands.

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BUYERS SAY…. QUALITY

- "*For us, quality means that our suppliers should be aware of our brand's identity and be able to provide a relevant of outlook*"- Mr Kees Stronk, Sourcing Manager, A-Brands.

- "*Quality for us refers to the quality of fabrics, stitching, labeling, details inside the garment but it means also what is its final look*" - Joanneke Raadsen, owner, Lofff

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.. FROM PERU ?
SOME QUESTIONS (30 BUYERS)

1. Which company/ies did you find interesting
2. Can you please state the main points you liked about the companies
3. Which products did you find most interesting for your business?
4. Would you consider to source from Peru?

   Could you please, explain why:
5. What would you advice these companies? Could you please provide some recommendations?
6. What was your impression of the event and organisation?

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BUYERS SAY…

1. Director of Annaki, NL : “interested in buying alpaca and wool, must have simple design, we have sourced from Lima. Please simplify designs and colour palettes!”

1. Director of Broer &Zus, NL : “very happy with the high quality of products. Knitted alpaca products is interesting for us. We may have found some interesting business providers here… the companies must learn to send good emails and communication. It is very important to have proper and clearly written emails (if in English .. ,must be professionally translated) Flexibility is important… to get fast responses and have companies who are open to proposing different options to solve problems together”

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BUYERS SAY…

- Design director, **Kidscase**, NL: “Peru is good for the quality, it matches our quality standards but the suppliers we see are very far away from the design and look and feel that we are looking for. Also the fact that prices in China are rising so fast makes it interesting to look for alternatives. The knitwear is beautiful, but the price levels are really too high. We only saw brands here, but we work only with private label manufacturers. First, review prices, as they are really too high for market. suggest Peruvian suppliers to propose more basic products with less details and this could also help reduce prices. As certificates, mainly SA 8000 and Gots”
- Owner of Badjo, NL: “ we are interested in cotton garments. Interested in Peru, but they must adapt their sizing charts to European ones. The sizing is very confusing”

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BUYERS SAY…

- Director, Le Big, NL: “ these suppliers may be able to produce the type of products we want, nice quality. We would consider peru, we like the handmade products. Make sure that the prices are competitive, make sure that sample requests are done quickly and delivery is on time!... We think people are kind and would like to work with Peru..!”
- Sales rep of Littlelabel, NL: “mainly interested in cotton but alpaca could also be interesting, we are seeking alternatives from Europe and Asia. The Peruvian suppliers need to re look at their styles and fits which are very different from what we need”
- Loff, NL: “ we are looking at adding a babywear line to our offer, cotton is interesting for us. We are looking for alternatives to Asia, looks like quality is acceptable in Peru. Peru is worth researching more..”

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BUYERS SAY…

- Design & production manager, Koeka, NL: “It’s important they are fair and reliable, this is the most important thing. We want to build relationship with our suppliers and this can only be done if suppliers communicate with us and have an open attitude.”
- Sourcing manager, Prenatal, NL: “thanks very much for the opportunity, we cannot make it this time, but the presentation you made is interesting and we would consider sourcing from peru …”
- Owner, Rachel Comey, design brand, NY: “I normally do not attend trade shows or show-room events to find new suppliers as I normally do it through word-of-mouth. This is very important to us. We liked the products and meeting these women. I especially liked to see their specialities and, in case we work together, I will want to respect their own traditions and expertise”.

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BUYERS SAY…

Owner, Ulla Johnson Inc, NY: “ I am very interested to know more about the social responsibility angle”

Le Garconne Knit Development, NY: “These products are really great and we feel we will be able to work with some of them. I can see these products also for some other US brands, they are really ready from a design perspective. When we look for new suppliers, the key elements for us are quality and easy communication. it’s not easy to work when communication is not easy. Minimum orders are also a key information for us”.

Theory, NY: “We are very interested in this project and products are very nice. Even though we normally work with big suppliers, it’s extremely interesting to get in touch with smaller suppliers which have artisanal products…they look different and special.”

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BUYERS SAY…

Ouef: “From the beginning, Oeuf has believed in designing products that offer real value to consumers without ever compromising on quality, of the highest order. From making a conscious choice to manufacture in Europe versus China; from offering our clients furniture that is not only high quality but also multifunctional: a crib turns into a toddler bed, prolonging its usefulness far beyond the infant years; to always being mindful of its impact on the environment and the communities it serves”

Oak, NY: “This is great! All products are incredibly beautiful and they are truly ready for the market. Both materials and design are perfect.”

Opening Ceremony, NY: “We had already thought we wanted to start souring knitwear from Peru. We have been producing in China and Italy but now we feel we need to find alternatives to China, we want to move away.”

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PREPARING FOR 2012 - RECOMMENDATIONS

- Interesting Markets : UK, Scandinavia, Benelux, Germany
- Interest from buyers: HIGH
- Focus: Blending design with innovation and materials – natural / recycled, hand crafted
- Product categories : womenswear high end alpaca and blends, pima, baby and childrenswear, high then menswear polo
- Ethical: focus on sustainability, high end and high value + fair trade, organic,

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THANK YOU!

Questions ?

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Clothing Connect B.V. (private limited) is your specialized service provider and partner across the textiles and clothing value chain.

We work with a global network of selected consultants and advisors to implement your projects wherever you decide to go! Our clients currently operate in South, East and Central Asia, Africa, South America and Russian Federation

We have successfully provided market intelligence, sector strategies, customized project management, marketing, trade fair linkages, sourcing strategies, supplier linkages, training and capacity building.

WE look forward to hearing from you!!

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