



**APPAREL EXPORT PROMOTION COUNCIL**  
**Apparel House, Gurgaon**

**AEPC/F&E/WHO'S NEXT/ 1357/2022**

**Date: 25.05.2022**

**CIRCULAR**

**PARTICIPATION IN “ WHO’S NEXT ‘ AT PARIS, FRANCE FROM 2<sup>ND</sup> TO 5<sup>TH</sup> SEPTEMBER, 2022**

**Dear Member,**

In order to explore French Apparel Market, AEPC is participating in WHO’s Next Fair, Paris, France to be held from 02 – 05 September, 2022 which will take place in Paris at Port de Versailles, France.

**1. About WHO’S NEXT**

Who's Next has become the leading international fashion trade show for womenswear in Europe. Buyers, brands, journalists, and trendsetters from more than 100 countries together create trends for each season. Who's Next is an unmissable source of inspiration for market trends, with its offer of ready-to-wear, accessories, beauty and lifestyle, as well as a complete program of conferences and workshops.

The main objective of Show is to maintain a long term stable business relationship with all sectors of the fashion apparel in France, especially by increasing the quality and quantity of attendees and buyers at the event.

France is the largest importer of garments with imports of over USD 21280.4 million, India’s garment export to France is USD 884.9 million during 2020, which amounts to around 4.2 % of France’s total garment imports from World. **WHO’s Next Fair** gives the opportunity to develop new customer base, strengthen business relation, and analyze market needs and business to business partnership. The potential products of items exported to France are Ready to Wear (Menswear, Women’s wear, Children’s wear, Knitted and Accessories) like Trousers, Blouse, T-shirts, Shirts Men’s/Boy’s, jersey/pullover/cardigans, waistcoats & similar articles of cotton, knit/crocheted, Women’s/girls’ trousers/breeches of cotton, Women’s/girls’ skirts/divided skirts-cotton and Ladies Dress.

**2. Schedule**

<b>Venue / City</b>	<b>Dates</b>	<b>Days</b>
Porte de Versailles, Paris, France	2 <sup>nd</sup> to 5 <sup>th</sup> September, 2022	Set up day (01.09.2022) Thursday 2 <sup>nd</sup> September to 5 <sup>th</sup> September,2022 (Friday to Monday)

**3. Why should you exhibit in WHO’s NEXT, Paris, France?**

[\*\*Please Click Here PDF File to Know\*\*](#)

**4. Avail benefit in participation fee on account of MAI grant from Ministry of Commerce:**

**Eligibility for financial assistance under Market Access Initiative (MAI) scheme:**

**NOTE : The proposal has been submitted to the Ministry of Commerce, Govt. of India for MAI Grant and following is subject to the receipt of approval / sanction of Grant.**

As per Notification no. K-11020/9/2021-E&MDA dated 19<sup>th</sup> July, 2021 of Ministry of Commerce & Industry, Department of Commerce (E&MDA) Division reg. eligibility for availing MAI grant with following conditions:  
“A maximum of three participations in a particular trade fair/ exhibition would only be eligible for MAI assistance, i.e. members who have availed assistance three times (including past cases) for a particular fair / exhibition thereafter have to participate in that fair on their own. Further MAI funding support shall only be provided to a member for a maximum of three MAI events in a year. In case of exporter belonging to SC/ST/Women and the exporter is having FOB Value of exports less than Rs. 50 crore in a year, 5 participations in a particular event is allowed, provided each one of these is in different market (e.g. Africa, LAC, WANA, ASEAN, etc).”

**Reimbursement of airfare:-** Further, the Council would propose to Dept. of Commerce for sanction of grant on account of reimbursement of airfare (economy class) if it is approved by Ministry of Commerce, accordingly, regular director / partner / proprietor / regular officer of the company on senior managerial position of participating firm/co. shall be eligible for reimbursement of airfare as per MAI guidelines under para 6 (ii) of the Market Access Initiative Scheme 2021 issued by the Ministry of Commerce from time to time. **Non-MAI Exhibitor shall not be eligible for reimbursement.**

5. **Participation Charges:** The below subsidized participation fee is based on the anticipated grant from the Ministry. In case of any variation the participation fee may be revised.

Particulars	subsidized Participation charges (Rs.)
Cost per booth of (size : 9 sqm.)	Rs. 3,10,000/-
Early Bird Discount (If payment is made on or before 15 <sup>th</sup> June, 2022)	(-) Rs. 10,000/- Rs. 3,00,000/-
After Early Bird Discount (If payment received after 15 <sup>th</sup> June, 2022)	Rs. 3,10,000/-
Token Money with application (Balance payment is to be remitted before the Draw of Lot. The applicants, who fail to make full payment will not be considered for allotment of booth)	Rs. 1,00,000/-
For corner booth (extra) subject to availability	Rs. 75,000
Kindly note, your application for a booth will be confirmed only after receipt of the full payment towards participation fee and complete application form on or before 29th June, 2022.	
Participation Fee includes Standard built up booth of 9 sqm., having carpeted floor, walls, rails or shelves, a table, chairs, a banner etc.	
The participation charges does not include air-fare, hotel expenditure, sending display material and other related expenditure which are to be borne by the companies.	

**Cost per booth without MAI grant : Rs. 5,00,000/-**

**The last date for submission of application with payment is 29th June, 2022**

**6. Payment Mode:**

- (i) Demand Draft or Pay Order in the name of “Apparel Export Promotion Council” (payable at Gurugram or New Delhi) may be sent to **Mr. S. Hari Krishnan, Addl. Director** (EP Department), Apparel Export Promotion Council, Apparel House, Institutional Area, Sector-44, Gurugram-122003, Haryana, (India)  
Tel: +91 124 2708108 (D), 2708000-003, Mobile: +91 95604 72244 Fax: +91 124 2708004
- (ii) Payment can also be made through NEFT/RTGS to the following account:  
**BENEFICIARY:** APPAREL EXPORT PROMOTION COUNCIL- WHO’S NEXT, FRANCE  
**SAVING A/C NO:** 180401000003212  
**IFS CODE:** IOBA0001804  
**BANK:** INDIAN OVERSEAS BANK  
**ADDRESS:** BRANCH – APPAREL HOUSE, SECTOR 44, INSTITUTIONAL AREA, GURUGRAM – 122003

**Share the UTR Details in case of online payment.**

**No cheque payment will be accepted.**

**7. Guidelines for allotment of the booths:**

- All participants who have paid the full participation fee on time would be considered for allotment of booths through draw of lot.
- No change in the booths, once allotted would be entertained under any circumstances.
- The decision of Chairman-F&E (AEPC) / Chairman (AEPC) would be final and binding in case of any dispute.
- The participation is on **FIRST-CUM-FIRST SERVED (FCFS)** till all booths are sold and the allotment of stalls shall be done through draw of lot basis.

**Note: The exhibitors dealing with sustainable, recycled and organic garments would be given preference for this fair.**

Considering the environmental and social cost of the fashion industry, one of the growing demands amongst buyers in western countries is their concern for ensuring sustainability throughout the supply chain. Hence for better business prospects, exhibitors are advised to mandatory list down the measures taken in their company towards sustainability while filling up this application form. This will involve any or all of the following steps taken:

- i. Energy saving measures taken by the firm
- ii. Water saving measures
- iii. Green factories,
- iv. Use of natural resources
- v. Chemical treatment and zero liquid discharge
- vi. Solar panels used
- vii. Measures related to waste management
- viii. Circularity measures
- ix. No Child labour
- x. Ethical sourcing
- xi. Measures to ensure gender equality
- xii. Social Standard Certification (SA8000, Fair Trade etc)

#### **8. Waitlist:**

In case, applications are over-subscribed, a waitlist will be maintained, which would be considered on FCFS basis. Applicants are advised to ensure that they possess necessary visa to enter France. No request for refund will be entertained by AEPC if for any reason whatsoever visa is not granted.

#### **9. Visa :**

AEPC will issue the Visa Recommendation Letter to the participants (only two participants per company)

#### **10 Cancellation charges:**

Terms & conditions for withdrawal will be as follows:

- Rs. 25,000/- charges will be forfeited if the exporter withdraws before the Draw of Lot.
- 100% forfeiture after Draw of Lot.

#### **11 Application Form**

The application form (with Annexure I) is enclosed herewith for your ready reference. The application may also be downloaded from AEPC's website [www.aepcindia.com](http://www.aepcindia.com)

**Interested members may also apply using following hyperlink :**

[Click Here to Apply Online](#)

**For seeking more details, please contact:-**

1. Mr. S. Hari Krishnan, Additional Director (EP Department)

**Mobile No.**+91 9560472244 **Tel:**+91 0124-2708108(D) / **E-mail:** addl.directorep@aepcindia.com

2. Mr. J.S. Rana, Joint Director (EP Department)

**Tel :** +91 124 2708191, **Mobile :** +91 9910035722 / **Email :** [jsrana@aepcindia.com](mailto:jsrana@aepcindia.com)

You are requested to kindly send duly filled application form with participation fee by way of Demand Draft/Pay Order/NEFT/RTGS in favour of APPAREL EXPORT PROMOTION COUNCIL” GURGAON. Similarly, exporters located at Mumbai, Ludhiana, Jaipur, Tirupur, Chennai and Bangalore can deposit the DD/Pay order at Local AEPC offices also. All others may send the Demand Draft/Pay Orders to Gurgaon office.

**Post show obligation of the participant**

The exporters shall submit response form duly filled in to AEPC representative on 5<sup>th</sup> September, 2022, at Paris in France.

Yours Sincerely,

**(S. Hari Krishnan)**  
**Additional Director (EP)**

**Enclosure:** Application Form

*Disclaimer: AEPC will not be responsible for the turnout of buyers/buying agents for any BSM/fair/show, etc. The Council will have no liability whatsoever for any kind of refund or payment in this regard. The Council shall not be responsible for booking of hotels, clearance of samples at the customs, for getting VISA & on certain complementary services provided by AEPC and organizational inability of fair organizers & other service providers.*

**APPLICATION FORM FOR PARTICIPATION IN “WHO’S NEXT” PARIS, FRANCE  
(02 – 05 Sept. , 2022)**

**(Application should be on the Company’s letterhead)**

1. Company’s Name :
2. Name of the Contact Person with Mobile No. :
3. Address with PIN No. :
4. Telephone Number :
5. E-mail Address :
6. RCMC No. & Date (Renewal fee paid 2022-23 : Yes / No) :
7. IEC Number :
8. PAN Number :
9. TAN Number :
10. GST Number :
11. CIN Number (required for only Pvt. Ltd. Companies) :
12. Status of Company (Partnership / Proprietor / Pvt. Ltd. / Ltd. Co.):
13. Manufacturer / Merchant Exporter :
14. Whether belongs to MSME (Yes / No) :
15. Name of Participant (Director / Partner / Prop./Regular Officer at Sr. Level ) with DIN No. :
16. Whether belongs to SC/ST/General/Woman :
17. Export Performance during the last three years : 2021-22 :  
2020-21 :  
2019-20 :
18. HS Codes in respect of the products being promoted/marketed by exhibitor :  
(at least 6 HS Codes should be given)

S.N.	HS Code ( 6 digit level)	Product description
1		
2		
3		
4		
5		
6		

19. Main items of production :
20. Mention segment Knitted/Woven :
21. Present production capacity : \_\_\_\_\_pcs. /month
22. Major brands & Fashion labels :

23. Major Countries of Exports \_\_\_\_\_ :

24. Whether First Time to France \_\_\_\_\_ : YES / NO

25. Please fill up the details of the Visiting Representative in the following format:

1	Name as appearing in Passport	
2	Passport Number	
3	Date of Issue	
4	Date of Expiry	
5	Date of Birth	
6	Place of Issue	
7	Whether has valid France visa	YES / NO

26. Have you earlier participated in this event with AEPC or any other Council / Organization?  
If Yes, Year (s) \_\_\_\_\_ No \_\_\_\_\_

27. Are you participating in any other event under MAI assistance in 2022-23 with other EPC's/Commodity Board/  
Trade Bodies? YES / NO

If yes, please give details:

S.N.	Name of the Event/Country	Date of event	Name of the EPC's/Commodity Board/ Trade Bodies
1.			
2.			
3.			

*Disclaimer: As Annexure – I (It's mandatory to fill up and be attach with the application form as its' a part of application form).*

**28. Participants Charges:**

Pay order/ DD for Rs. \_\_\_\_\_ drawn on \_\_\_\_\_

payable at Gurugram/ New Delhi

OR (in case online payment):-

UTR Details : NEFT/RTGS No.....for Rs.....

Date..... Name of Bank.....

This is to certify that all information provided by me is correct to the best my knowledge and agree to abide by the same.

**Date: -**

**Signature of Authorized Signatory** \_\_\_\_\_

**Name & Designation:** \_\_\_\_\_

**Company Seal :** \_\_\_\_\_

**Disclaimer**

1. The participation is on FIRST-CUM-FIRST SERVED (FCFS) till all booths are sold.
2. All participants who have paid the full participation fee in time would be considered for allotment of booths through draw of lot.
3. No change in the booths, once allotted would be entertained under any circumstances.
4. The decision of Chairman-EP (AEPC) / Chairman (AEPC) would be final and binding in case of any dispute.
5. The space allotted to the approved participants is to be exclusively used by them for display of their exhibits as approved by AEPC. Subletting of space is not permissible. Violation of this clause may lead to cancellation of space allotted, forfeiting of space rent, security, deposit and cancellation of grant etc., paid to AEPC and debarring the participation from the future participation in AEPC's events.
6. AEPC will not be responsible for the turnout of buyers/buying agents for any Exhibition/fair/show/BSM etc. AEPC will have no liability whatsoever for any kind of refund or payment in this regard.
7. MAI Assistance shall be permissible to regular director/ partner/proprietor / regular officer of the company on senior managerial position. Assistance would not be available to exporter of foreign nationality or holding foreign passport. **Non-MAI Exhibitor shall not be eligible for MAI reimbursement of airfare as well.**
8. The representative would come back to India after the Event/Fair is over and would submit the proof of his/her departure/arrival, wherever necessary.
9. The Council shall not be responsible for booking of hotels, clearance of samples at the customs, for getting VISA & on certain complementary services provided by AEPC and organizational inability of fair organizers & other service providers.
10. Participants will be required to furnish complete information on orders booked, enquiries generated etc., in the form of Feedback form after the fair which is required by the Ministry as you are entitled for the grant/subsidy.
11. In case of default of any payment due from the participants, AEPC reserves the right to debar them from participation in AEPC's International fairs and bring to the notice of appropriate authority.

**DECLARATION**

We have studied the disclaimer for participation carefully and agree to abide by the same.

Date & Place :

Signature of Authorized Signatory\_\_\_\_\_

Name & Designation\_\_\_\_\_

Company Seal\_\_\_\_\_

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