



15-19 March 2023

55th IHGF Delhi Fair

Super Spring signs off with a splendid wrap-up



The five hectic days of Spring 2023 at IHGF Delhi Fair concluded after a promising sourcing pitch and busy traffic days. The trade platform gathered an overwhelming response with visits from several overseas buyers from many countries as well as buying agents and domestic volume retail buyers from within India to the 3100+ exhibitors from India. The stature of the fair has reassured its patrons of its return back to full capacity with this edition. All look forward to the Autumn edition with shared eagerness. Many also await the Delhi Fair - Furniture - the new show that is going to be India's Centre Point for furniture. Both shows are scheduled simultaneously from 12-16 October, 2023 at the India Expo Centre & Mart.

At this edition of IHGF Delhi Fair, exhibitors demonstrated the extra effort to create unique and outstanding displays to engage and entice buyers. Buyers took notice of that and have commented positively. The fair was open to overseas buyers, buying and sourcing professionals as well as large domestic volume retail buyers from 15th to 19th March 2023 at India Expo Centre & Mart, Greater Noida.

With a wide-ranging collection in 14 vibrant display segments, IHGF Delhi Fair brought together an entire spectrum in home fashion & utility, collectibles, gifting, fashion adornments, etc. 16 halls and 900 Permanent Showrooms formed the sourcing zone, inclusive of exhibitors from across regions and craft hubs of India; theme areas and collective displays with artisans & entrepreneurs from several craft clusters in East, NE, Maharashtra and Tamil Nadu.

To keep the handicrafts fraternity well informed and updated in today's times of fast changing information and technology, a panel discussion on 'Sustainability, Circularity & Net Zero in Handicraft Sector' as well as seminars by leading industry professionals and international consultants on topical issues of trade importance. Ramp presentations were organised too.

IHGF Delhi Fair-Spring 2023 was inaugurated on 15th March 2023 by Smt. Darshana V Jardosh, Union Minister of State for Railways and Textiles, Govt. of India, in the presence of Shri Suresh Kumar Khanna, Minister of Finance & Parliamentary Affairs, Govt. of UP; Smt. Shubhra, ITS, Development Commissioner (Handicrafts); and visited by special guests, Shri Nand Gopal Gupta, Cabinet Minister, Industrial Development, Export Promotion, NRI and Investment Promotion and Shri Rakesh Sachan, Cabinet Minister of MSME, Khadi, Village Industries, Sericulture and Textile, Govt. of Uttar Pradesh; Chief Justice of Uttarakhand

Commendable step towards showcasing products and benefitting sector



Shri Piyush Goyal
Minister of Commerce & Industry, Consumer Affairs, Food & Public Distribution and Textiles, Govt. of India

The fair is in line with Shri Narendra Modi ji's vision of 'Vocal for Local' and 'Local goes Global' and is a commendable step towards showcasing our products and benefitting India's handicrafts sector in general. On this special occasion, I urge exporters to adopt excellence in the five key areas including Quality, Durability, Design, Price, and Sustainability and align these areas with

international standards for both domestic and international markets. I would like to congratulate EPCH for their efforts.

Shri Vipin Sanghi; Shri Rajendra Agrawal, MP from Meerut Constituency; Shri Rajendra Gehlot, MP in Rajya Sabha from Rajasthan; Shri Haji Fazlur Rehman, MP from Saharanpur; Shri Kuljeet Singh Chahal, Social Worker and General Secretary, Delhi BJP; Shri Arun Vir Singh, CEO, Yamuna Expressway Industrial Development Authority (YEIDA); Shri Pranjal Yadav, IAS, Secretary MSME, Govt. of UP; Shri Manish Kumar Verma, DM Gautam Buddha Nagar; Shri Anil Aggarwal, Addl. DGFT; Shri Sohan Kumar Jha, Senior Director, O/o DC (Handicrafts); Shri Amitabh Kumar, Joint Secretary, Commerce; Ms. Shoko Noda, Resident Representative to India of United Nation Development Programme; Shri Yashvir Singh, Economic Advisor, Department of Commerce, Govt. of India; Shri Rajiv Kumar, Joint Secretary, Ministry of External Affairs, etc.



Support, guidance and encouragement...

EPCH's efforts in handicraft export promotion, creditworthy



Smt. Darshana V Jardosh
Union Minister of State for Railways and Textiles, Govt. of India

It is credit worthy that EPCH has kept up efforts for promoting exports of handicraft products from the country. I hope that the fair, will provide the much needed matchmaking support to micro, small and medium handicrafts exporters as well to a large number of artisans who are engaged in the production of handicrafts. Promotion of handicrafts is a constant effort and EPCH has been successfully doing so through IHGF

Delhi Fair thereby strengthening India's position as "favourable sourcing destination". I appreciate the exhibitors' hard work and efforts in developing new products based on the tastes and preferences of the buying community.

Handicraft sector has immense potential for growth



Smt. Rachna Shah
Secretary, Ministry of Textiles, Govt. of India

Handicraft sector has immense potential for growth and the vast range of handicrafts manufactured in India reflects our cultural diversity. I hope the visiting international buyers and their representatives will utilise this opportunity to network and partner with handicrafts manufacturers

and artisans in India. The Council has worked tirelessly to popularise IHGF Delhi Fair Spring 2023, including extensive overseas publicity campaign, direct mailing & promotion programmes, etc. and the support provided to them by Indian Missions abroad needs to be appreciated.



Ms. Shubhra
DC (Handicrafts), Ministry of Textiles, Govt. of India

India is emerging as a trusted sourcing partner

The handcrafted items of India have vast potential as they exemplify the bolstered efforts of Made in India for the world. The range of handicrafts and handlooms manufactured in India reflects our cultural diversity. We have a niche in eco-friendly and heritage backed products alongside those that are creative, and innovative. In order to popularise IHGF Delhi Fair Spring 2023, EPCH made extensive overseas publicity campaign, direct mailing & promotion programmes to generate buyers' interest worldwide. I am particularly thankful to my colleagues in the Indian Missions abroad who gave exhaustive support in overseas publicity and extended necessary visas to the buyers. I am hopeful that this fair would result in long term business relationships creating huge opportunities for buyers and sellers.



Inauguration

Smt. Darshana V Jardosh, Union Minister of State for Railways and Textiles, Govt. of India, inaugurated the 55th edition of IHGF Delhi Fair on 15th March 2023 at a much awaited inauguration ceremony held at the India Expo Centre & Mart and graced by Shri Suresh Kumar Khanna, Minister of Finance & Parliamentary Affairs, Govt. of UP; Smt. Shubhra, ITS, DC (Handicrafts). Present on the occasion were, Mr. Raj K Malhotra, Chairman, EPCH; Vice Chairmen, EPCH - Mr. Neeraj Khanna and Mr. Dileep Baid; Dr. Rakesh Kumar, Director General, EPCH & Chairman, IEML; IHGF Delhi Fair - Spring

2023 Reception Committee's President Mr. Avdesh Agarwal and Vice Presidents - Mr. Parvinder Singh, Mr. Ravindra Nath and Mr. Deepak Gupta; Committee of Administration Members, EPCH; and Mr. R K Verma, Executive Director, EPCH.

Smt. Darshana V. Jardosh, Union Minister of State for Textiles and Railways, called IHGF Delhi Fair, an excellent medium to promote the handicraft industry and provides an opportunity for them to interact, share knowledge and explore business opportunities. She appreciated its role in providing a platform to a large number of exhibitors, especially small and medium exporters who with their hard work, creativity and enterprise have been able to add to the exports of handicrafts from the remotest regions of



Smt. Darshana V Jardosh, Union Minister of State for Railways and Textiles, Govt. of India lighting the inaugural lamp

India. Hailing the idea of 'Local for Global' she called it in sync with the vision of 'Atmanirbhar Bharat', of the Government of India which aims to not only promote local products and reduce dependence on imports but also encourages exporters to manufacture products for the global market using local materials as well as skills. Smt. Jardosh also spoke about the gov't.'s commitment to the upliftment of traditional artisans and craftsmen of the country and the Vishwakarma Kaushal Samman Yojana (PM VIKAS) which aims to provide financial assistance to the artisans and craftsmen to increase their production, will prove to be a milestone for the traditional artisans and craftsmen and will improve their standard of living.



She spoke about leveraging the G20 Presidency; it is an excellent time to promote global trade and economic cooperation through this Fair. "Today, a large number of buyers present here from different parts of the world can help foster collaboration and promote economic growth. The fair also fulfils the theme of G20 'Vasudheva Kutumbakam', which means "the world is one family", emphasizes the importance of cooperation and inclusiveness on a global scale," she added and also stressed on the importance of a viable marketing platform for the artisans and one such initiative being worked upon is the Common Online Portal.

Shri Suresh Kumar Khanna, Minister of Finance & Parliamentary Affairs, Govt. of UP, called this platform, a large, well spread and vital international connect to the Indian handicrafts community, especially for the exporters who contribute significantly to nurture the sector, at the ground level. He took pride in the fair's location in the major hub of Greater Noida, Uttar Pradesh. Noting the high concentration of exhibitors from Uttar Pradesh at the fair, he highlighted the State Govt.'s vision and milestone programs, especially the ODOP (One District One Product)



55th edition is in continuation of an illustrious journey



Mr. Raj K Malhotra
Chairman, EPCH

The brand IHGF Delhi Fair has evolved as a reliable sourcing platform for global buyers and Indian exporters. This edition is in continuation of an illustrious journey and a treasured resource to source some of India's finest crafts. As we move into another buying season, we are excited as the business networking with global buyers at IHGF Delhi Fair will provide the much needed matchmaking support to micro, small and medium handicrafts exporters as well to a significant number of artisans with gifted hands who are engaged in the production of handicrafts.

that aims to encourage indigenous and specialized products and crafts in UP that are found nowhere else. He spoke of making Uttar Pradesh a 1 Trillion economy in next five years thus, contributing to the vision of making a 5 Trillion Indian economy.

Mr. Raj Kumar Malhotra, Chairman, EPCH, thanked the Hon'ble Minister for her support, vision, guidance and encouragement that have been instrumental in the growth & development of the handicrafts industry in India. Welcoming all to the 55th edition of IHGF Delhi Fair, he said, "the event stands tall as one of the largest and most prestigious trade fairs in the country, a testimony to the entrepreneurial spirit and creativity of our member exporters who have been showcasing their exquisite craftsmanship and unique products to the world for around three decades." Adding further, he thanked the Government for launching the PM Vishwakarma Kaushal Samman Yojana (PM VIKAS).

Mr. Avdesh Agarwal, President, Reception Committee, IHGF Delhi Fair Spring 2023, while delivering the vote of thanks, thanked the Hon'ble Ministers for their support and the exporters, overseas buyers, artisans and press & media for their valued patronage. In a move to contribute to conservation, he urged his fellow exporters to plant 10 trees for every buyer that they get during the fair.

3100+ exhibitors share trade platform with 6450+ buyers

Expanding at its seams and growing consistently with each edition to include its increasing number of exhibitors and facilitate its growing patronage of overseas buyers, IHGF Delhi Fair-Spring in its 55th edition with 3000+ exhibitors, saw busy field days with the five days registering buyers from all over the world. With 14 well spread product categories in 16 expansive halls at the India Expo Centre & Mart, IHGF Delhi Fair-Spring 2023 inspired and enthused its patrons and first time trade visitors. Exhibitors demonstrated the extra effort to create unique and outstanding displays to engage and entice buyers.

The fair came alive with innovations and handcrafted fusions with a wide-ranging choice in modern, directional and unusual medium to high-end gifts and collectibles. Noticeable was a growing inclination towards Indian suppliers for their ability to offer the handcrafted value addition in their stylish product lines confirming to upcoming trends.

6495 overseas buyers from 108 countries and buying representatives as well as domestic volume buyers visited the fair. Overseas buyers visited from USA,



World's relevant marketplace for sourcing on growth path



Dr. Rakesh Kumar
Director General, EPCH
& Chairman, IEML

Starting its journey in 1994, IHGF Delhi Fair has emerged as world's most relevant marketplace and a favourite destination for global buyers owing to unique prospects for business outside and within India. Upholding handicrafts will always keep us rooted, bowing to the country's greatness and building a feeling of oneness in the world - the true 'Vasudhaiva Kutumbakam' which is also the theme of the G20, whose current presidency is with India. Sustainability continues to be at the forefront of our product offerings.

Sustainability Theme Booth displaying sustainable and eco-friendly products from various manufacturers



VRIKSH Information Booth



New developments in eco-friendly and heritage backed products



Mr. Neeraj Khanna
Vice Chairman, EPCH

Through a vibrant and comprehensive showcase, this trade fair offers an exclusive opportunity for buyers to source widest variety of Indian handicrafts. The new developments by our fellow exporters and artisans in eco-friendly and heritage backed products alongside

those that are creative, innovative and modernistic will showcase all these facets emphatically at the fair. The show offers various parallel activities to engage the participants.

Global buyers meet the largest group of Indian handcraft exhibitors here



Mr. Dileep Baid
Vice Chairman, EPCH

Through this fair, EPCH proudly offers a conducive business atmosphere for global buyers to meet the largest group of handicrafts exhibitors. IHGF Delhi Fair also gives opportunity for visiting buyers to have one-to-one interactions with exporters and buy ready as well as customized products for their stores. Exhibitors have worked

tirelessly to develop new range of products for the upcoming season to share the best that India has to offer for global markets artisans who are engaged in the production of handicrafts.

the United Kingdom, the United Arab Emirates, France, Germany, the Netherlands, Denmark, Belgium, Sweden, Spain, Japan, Korea, Australia, Singapore, Hong Kong, Israel, Saudi Arabia, Turkey, Italy, Canada, South Africa, Russia, Brazil, Mexico, and many more. These trade visitors enjoyed being part of the show and were keen on sourcing from their regular as well new suppliers they met during this edition.



"These products are quite comforting in urban settings," said some trade visitors. While contemporary feel and looks are welcome, Indian handcrafting skills and intricate workmanship will continue to route in the aficionado to India, they said, as Indian culture, heritage and the history of its civilization is reaching every part of the world. In fact, the world is looking at India for inspiration and 'sophisticated' products. Seeing the response, it is observed that consumers are inclined to captivating pieces that are well curated or have a statement to make. Decorative objects, repurposed pieces in home utility, dimensional art, illuminations and classy as well as intriguing chandeliers, varied assemblages, wall embellishments, vases, vintage collectibles, artifacts, etc. were sought. Furniture continued to score high with home textiles all set to capture a considerably large share again. Furniture of various sizes has garnered a lot of interest. Small pieces in various lifestyle products have attracted many. A mix & match is the new thing and new colour combinations in otherwise traditionally inclined products using techniques like tone on tone, etching, inlay and sheeting is being appreciated. Garden and outdoor recreational/relaxation elements like planters, bird baths, garden decor, barbecue products and figurines have been well noticed and sought out.

Sector's collective strength & capability represented



Mr. R K Verma

Executive Director,
EPCH

Through a collective exhibitor strength IHGF Delhi Fair meets the demands of coming seasons. Our exhibitors welcome volume as well as customised design oriented orders giving flexibility in sourcing decisions for traditional as well as modern age buying patterns. They constantly work on designs, colours, trends and forecast

to offer the best to brands, chain stores, hoteliers, architects, interior designers, home builders and E-commerce sellers etc.

We gather as a community to showcase as well as source



Mr. Avdesh Agarwal,
President, Reception
Committee, IHGF Delhi
Fair, Spring 2023

It is an incredible opportunity for us to host the visiting overseas buyers, buying and sourcing consultants and domestic volume buyers to this show, where we gather as a community to showcase as well as source. The Council and the Reception Committee make necessary arrangements for the convenience of participants during the fair. The fair is well supported with a host of

facilities and services to buyers across the 16 exhibition halls at the India Expo Centre & Mart.

Marie Guillaume from France who visited to source wooden items and textiles said, "as Indian furniture is very well appreciated in France, I am viewing options for large scale supplies." Jessica and Michelle from Australia remarked, "Australians love Indian housewares as they give a homemade feel, especially in terms of workmanship and emotional quotient." Quest for kitchen & dining decor led Evelyn from Argentina to suppliers at IHGF Delhi Fair. "It is my first time here and I am surprised at the quality, quantity and variety of the products here. All the products here are excellent and I am spoilt for choice," she said. Buyers, Jessie & Eliza from a homewares company in Australia were at the fair for the first time and were focused on bedroom products and bathroom supplies. "We have also adored the home decor products here, particularly the metal candlesticks, they're so eye-catching. These handcrafted goods from India are very beautiful," they shared. Pasten, a buyer from Holland added, "the products are wonderful in this country. The fair has an interesting variety though I am only dealing in furniture. We are working with many Indian exporters, because their use of raw material that makes the quality great." Herve from France who was here to source home decor products, noticed many nice products to short list and said, he prefers working with Indian suppliers as they have a better understanding of European markets. He is already planning his next visit for garden items. First time visitor, Elliot from USA was seen enjoying

the fair and zeroing down on coffee tables and benches for sourcing. "These products are lovely and Americans find them to be very tasteful," he remarked

Sustainable production methods, eco-friendly raw materials and recyclable products were on the list of many buyers. The focus on natural fibers and sustainable products is gaining eminence as many come



to source just these products. They have liked the variety using sustainable raw material. Buyers were noticeably inclined towards nature in all its forms and seek its replications in the finish and touch of wood ware, in the prints, patterns and textures of home furnishing and as themes in home décor. Many have shared of markets opening up to home lifestyle lines as people are doing up their homes with a renewed fervor, constantly seeking change and comfort in living spaces and environs.

Takers for textiles have revelled in a variety of home furnishings as well as kitchen linen. Those looking for accessories like scarves, stoles and shawls have also expressed satisfaction at the variety available with exhibitors. Jewellery has found many new patrons while establishing stronger ties with old ones. Gifts items, paper products and hardware as well as components too have offered good choices to buyers.

Buyers have appreciated the inclusion of artisans and upcoming entrepreneurs with the big and established players. New product innovations have ascertained more business as many have added to their buyer lists. For most, coming to IHGF Delhi Fair is as pleasant an experience as their long and continued association with EPCH and the innovative product lines of their suppliers. And as they shared, many were leaving with orders and some were on the verge of finalizing.

The show also had visitors from major Indian Retail/online brands including Archies Limited, DLF Brands Pvt Ltd, Fabindia Limited, Goodearth Design Studio Pvt Ltd, Jainsons, Lulu Group India, Maspar Industries Pvt. Ltd., Myntra, Nicobar Design Pvt Ltd, Radisson Hotel, Reliance Retail Ltd, Shopper Stop Ltd, Snapdeal India, Flipkart, Lifestyle, Trent Limited, etc. and many more.



Artisan crafts from pan India with focus on Maharashtra, Tamil Nadu and NER in thematic display

While exhibitors in the halls had several trade visitors, there were many regional artisans and upcoming enterprises that got their share of attention.

Wagai wood crafts, metalware, applique, kalamkari, basketry and much more came from Tamil Nadu with a vibrant presentation including mythological idols, statues and wood sculptures using Wagai wood also known as country wood in Tamil Nadu. There were home decor in locally sourced brass, silver and bronze alongside frame decorative paintings using the specialized kalamkari technique and 24 karat gold foil sourced from Selam district of Tamil Nadu. There were handwoven baskets using grass straws and dried palm leaves. From Madurai, a temple town in Tamil Nadu, there were selections in banana fibre home accents like mats, baskets, bags, containers, table runners, etc. Their raw material is derived from banana trees that grow all across Tamil Nadu in Kanyakumari, Trichi and Madurai ranging to upto 1000 hectares.

Assortments in banjara embroidery products came from Aurangabad with handcrafted & embroidered textile home products, made by women artisans. They use eco-friendly raw material i.e. fabric, yarns, and natural dyes and all assorted materials for banjara embroidery articles. There was handcrafted jewellery from Mumbai with use of precious gemstones like rubies, emeralds and sapphires to handcrafted chains, bracelets, earrings, etc. From Sholapur, Maharashtra, there were interesting handwoven portraits and paintings.

From Jamnagar, Gujarat, there were applique craft home furnishing, made-ups, home decor & utility, lamps and toys by a master artisan for whom finesse in applique has been his family's generations old craft practice, completing nine generation now. Applique is all about detailing so it has to have an unerring blend of concept and eye catching harmony. There were artistic expressions from J&K with a display of shawls & stoles and papier mache products. The speciality of Kashmiri handicrafts also dwells on the use of antique techniques and age old traditions with potential to churn out various eco-friendly products that can be distinctly unique on the basis of their utility and quality.



Product offerings from craft pockets spread over India's North Eastern Region connected one back with nature through their showcase of design elements using natural materials like cane, bamboo, areca nut leaves, river grass/reed, jute, clay, wood and handloom lines including responsible manufacturing techniques. ■