



**Russian  
Association of participants of the  
Fashion  
Industry**

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## **Report on the work undertaken**

### **2015-2016 years**

Russian association of participants of the fashion industry (RAFI) is a non-profit organization created by companies of the local fashion market in 2015. The Association is called to unite Russian manufacturers, representatives of wholesale, retail and specialized retail trade.

The new economic situation dictates the need to create a capable and viable organization that will help participants of fashion industry to consolidate forces and collectively not only to resist crisis, but also to develop in conditions of a decline in the domestic market and industry. International experience shows that in complex times it is the unification of efforts, their centralized coordination promotes business growth. Trade unions of different countries – with the active assistance of the line ministries and departments – promote participants of the local industry in the domestic and foreign markets, promote the establishment of trade relations between members of associations and foreign partners, assist in the organization of business processes, launch training and skills development programs, contribute to the protection of economic, legal and other interests, provide advisory services and communicative connections. RAFI sets such goals.

During the year RAFI initiated and organized many activities that promote the establishment of strong links of retailers and enterprises of light industry with reliable partners. Among them: missions of Russian specialists to the world's largest exhibition ITMA textile equipment in Milan (November 12-19, 2015), The exhibition Core Istanbul, which was held in parallel with Istanbul Fashion Week (11-14 October 2016), exhibitions of fabrics and ready-made garments Intertextile Shanghai and CHIC (October 11-13, 2016). August 31 - September 2, 2016 in the framework of the exhibition CPM in Moscow RAFI organized a special program of meetings of Russian buyers with exhibitors with the support of PROfashion. As a result of the events several large contracts were concluded.

RAFI's priority area of activity is the organization and holding of the International Business Platform for Outsourcing in the Textile Industry BEE-TOGETHER.ru. The first event took place in Moscow on June 1 and 2, 2016, bringing together 205 representatives from more than 130 Russian fashion companies. They held over 600 business meetings with representatives of 44 factories from Russia, Belarus, Uzbekistan, Moldova, Armenia, Mongolia, India, Pakistan, Bangladesh, Tunisia,

Germany, Great Britain, Belgium, Denmark and China. BEE-TOGETHER.ru opened a new page in the history of industry exhibitions. The event allowed the owners of fashion brands to directly contact the representatives of textile factories and enterprises from different countries for the first time. The interest of both Russian fashion companies and representatives of factories in many countries in finding new business partners and favorable conditions for production in the light industry served as a catalyst for new events. September 27-28 within the framework of the exhibition "CJF-Children's and youthful fashion. Clothes for expectant mothers" was held a business platform for outsourcing for children's clothing manufacturers.

October 25th and 26th, the 2nd international business platform BEE-TOGETHER.ru was held, which gathered 168 visitors from 121 Russian fashion companies that held 548 business meetings with representatives of 42 factories from Russia, Belarus, Tunisia, India, Bangladesh, Germany, Italy, China, Pakistan, Bulgaria, Turkey, and Armenia. Participants and guests highly appreciated the convenient closed format of business negotiations and concluded a number of contracts. At the end of November, the International Business Platform for Outsourcing for Light Industry BEE-TOGETHER.ru received the PROfashion Awards in the category "Business Event of the Year" (for a timely offer to the market). The organizers of the association are sure that RAFI can become a professional platform for business communication that promotes business development of Russian companies and the experience of the association's members and their authority in the market have to be the beginning of work aimed at coordinating issues of strategic importance for the fashion industry.

**RAFI partners: the center of industrial cooperation UNIDO, PROfashion magazine, CPM exhibition, CCI of Portugal in Russia - Aicep Portugal Global, EXALIS Solutions for Fashion Industry, the Russian Chamber of Commerce and Industry in the Russian-British Chamber of Commerce, Indian business alliance, Embassy of Tunisia in Moscow, Center of industry of the Republic of Bulgaria, the Turkish Association of Exporters ready-made clothes Istanbul IHKIB, Turkish Exporters Association Aegean region EIB, economic department of the Embassy of Spain in Russia.**

**Yours faithfully,**

**Director of RAFI Krivoruchko Victoria**

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