



HONG KONG - NEW YORK - PARIS - SHANGHAI

ANALYSIS SPINEXPO™ B2B PARIS

SPRING/SUMMER 2024

14-15 FEBRUARY 2023



FIBRES | YARNS | KNITS | CIRCULAR KNITS | ACTIVEWEAR | SOCKS | HAND-KNITTING WOOLS

THE B2B SESSION OF SPINEXPO™ PARIS HAS JUST ENDED AT THE ESPACE JOSEPH IN THE CENTRE OF PARIS, A NEW SITE THAT HAS ALLOWED TO WELCOME A GROWING NUMBER OF COMPANIES IN A BRIGHT AND SOPHISTICATED ENVIRONMENT, VERY MUCH APPRECIATED BY EXHIBITORS AND VISITORS.

VISITORS BY CATEGORY



- Design + sourcing offices: 38%
- Fashion brands + department stores: 22%
- Garments and knitwear manufacturers: 26%
- Trading yarns & knits: 7%
- Spinners: 7%

PURPOSE OF VISIT

Meet clients	8%
Get Inspiration	5%
Meet suppliers	20%
Buy	67%

This latest presentation had an encouraging result: 157 companies from 21 countries came to discover the collections of the 45 spinning mills and knitwear manufacturers attending. With 169 visitors on the first day, 119 visitors on the second day and 30% second visits from companies present on the first day, SPINEXPO™ had a total of 373 visitors during this session.

Visitors came mainly from France, the UK, Germany, Belgium, Spain and Italy, but also from Scandinavia. Most of the buyers come with appointments made in advance and a programme already established to fit their own collections, making SPINEXPO™ a real "Business to Business" rather than a place for inspiration or a walk/discovery. These two days are essentially professional and allow face-to-face meetings between suppliers and customers aiming to initiate an order. Buyers already know their suppliers and remain loyal to companies with which they already have a volume of business; although this season looks positive, caution remains palpable and selection is rigorous. It is therefore not an easy time for companies trying to enter the market for the first time and it is essential to prepare well.

The atmosphere during these two days was decidedly positive, dynamic and enthusiastic. It is clear that potential buyers are happy to be able to meet their suppliers again after a complicated period where face-to-face contact with suppliers was not easy. Some exhibitors had travelled from China or Turkey to meet their customers face to face, which contributed to the positive atmosphere of the two days.

Although price is still important, visitors are primarily looking for quality products that can meet the traceability compliance tests announced during the presentation of the collections. Certifications are useful, but almost all renowned brands now have their own control centre and only buy products that meet the criteria set by the management of the brand represented. There is no need to cheat, as the tests will have the final say. This is becoming the norm, and it is important to stress the need to present only verified products.

In general, the quantities ordered are down and the general climate, although positive, remains conservative. Natural products continue to appeal, but the mills also presented very new and innovative product directions, particularly in the area of recycled polyester or nylon, and for any product with functionality.

The market is difficult for knitwear manufacturers, especially those who do not have agents or complicated manufacturing expertise. Covid with all that it has brought, the problems of transport and energy, the important awareness of respect for the planet, and therefore the need to produce closer to one's country of origin, have favoured other sources of manufacturing. Spinners can continue to supply their yarns to knitters in all countries and continents, but knitters cannot. This situation is likely to continue for some time.

We will be back for the AW 23-24 season at the same venue on 5 and 6 July 2023. We will limit the number of exhibitors to 50, as the number of buyers is not expandable! We remain true to our strategy: the best exhibitors face to face with the best European professionals.



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save the dates

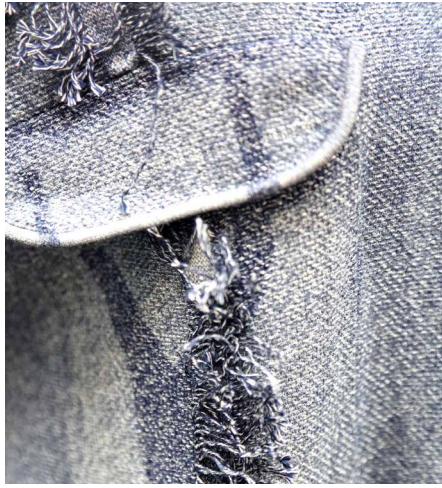
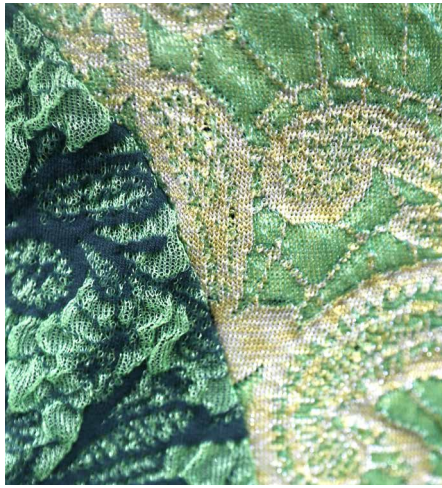
EXHIBITION
SHANGHAI
12-13-14 APRIL 2023
WORLD EXPO
& CONVENTION CENTRE

B2B
PARIS
5-6 JULY 2023
GALERIE JOSEPH

B2B
NEW YORK
11-12 JULY 2023
THE SUITE
METROPOLITAN PAVILION

COMPANY VISITING BY COUNTRIES

Australia	1
Estonia	1
Ireland	1
Japan	1
Madagascar	1
Malaysia	1
Mexico	1
Norway	1
Brazil	2
Switzerland	2
Denmark	3
China	4
Hong Kong	5
USA	5
Netherlands	5
Belgium	8
Italy	8
Spain	8
Germany	14
United Kingdom	32
France	59



LIST OF VISITING COMPANIES

MIA FRATINO
 BELLEROSE
 BESPOKE CONCEPT
 CONCORDIA
 E5 FASHION BV
 LJ2C
 XML SRL
 CASTANHAL
 RADIODELICATESSEN
 AUSSCO HONG KONG LIMITED
 BETTEX INTERNATIONAL
 ZHEJIANG SIGN FASHIONS
 MOODBOX
 BESTSELLER
 ECCO SHOES
 NN07 NO NATIONALITY
 ATLM DESIGN LTD
 A. POIL CASHMERE
 A.P.C.
 ANTONELLE
 BASH
 BASOCHES
 BERENICE DAVIMAR
 BONOBO PLANET - GROUPE BEAUMANOIR
 BONPOINT
 BRIGITTE PETITHOMME
 BUGIS
 CARVEN
 CELIO SA
 CHAMBRE DE FAN
 CLAUDIE PIERLOT
 CROSSLINE
 DAF
 DES PETITS HAUTS
 DIWEI FASHION
 DRAGON STAND APPAREL DESIGN-AIT GROUP
 ERIC BOMPARD
 ESTHEME
 GAILLAN INTERNATIONAL
 GEMO
 GERARD DAREL
 HARRIS WILSON
 HARTFORD
 IKKS WOMEN
 IKKS MEN
 INTERNATIONALL DIFFUSION ZYGA
 JL DE LA TOUR
 JOSEPH
 JULES
 KNITERACT
 LA MANUFACTURE AGENCY
 LES LUTINS
 LONGCHAMP PARIS
 MAISON KITSUNE

MAPOESIE
 MASKA
 MCC GROUPE
 MESDEMOISELLES
 NOT SHY
 PHEME PARIS
 PROMOD SAS
 PURPLE DRESS
 SANDRO
 SESSUN
 SOPHIE GUITTONEAU
 STYLE NETWORK INTERNATIONAL
 SUNCOO GROUPE
 TARA JARMON
 TEXEUROP
 THE KOOPLES
 THE OTHER GIFT SAS
 TOYOMURA
 VANESSA BRUNO
 VELVET&CIGARS
 VITOS
 WILSON TRADING CO
 ZADIG & VOLTAIRE
 BONITA
 C&A
 CAROLINE BOERSING MODE DESIGN
 DESIGNTEX KNITWEAR LTD
 ESPRIT DESIGN & DEVELOPMENT GMBH
 KFT SERVICE GMBH
 HKM FASHION GMBH
 HKS KNITWEAR GERMANY
 L.ORTMAIER
 MEDICO SPORTS FASHION GMBH
 OLYMP BEZNER KG
 PETER HAHN GMBH
 TULDAM
 ASMARA INTERNATIONAL LIMITED
 AUSSCO HONG KONG LIMITED
 CHAMTEX LIMITED
 INDHOUSE DESIGN LAB
 PRET TO WEAR HK.CO.LTD
 PRIMARK
 BENETTON GROUP SPA
 CISALFA SPORT
 DR STYLE
 FASHION REVOLUTION
 IMAX SRL
 JINNITALIA LIMITED
 SPIBER INC
 SPIBER INC
 ULTRAMAILE
 CHAMTEX LIMITED
 HYGSA
 AND.DREAMERS

CALVIN KLEIN
 ECCO LEATHER
 INFIKNIT B.V.
 THE MOVEMENT
 VARNER
 BERSHKA
 GOLFAME ENTERPRISES S.L.
 INDITEX
 LEAP CONCEPT
 MANGO FASHION (MANGO PUNTO FA S.L.)
 MASSIMO DUTTI
 SOCIEDAD TEXTIL LONIA
 ZARA
 HUGO BOSS TICINO SA
 W STRICK AG
 ALLSAINTS
 BETTEX INTERNATIONAL
 BRODIE CASHMERE
 COS
 CREATIVE DESIGN INDUSTRIES
 CUPCAKE CLOTHING LTD
 CRUSH CASHMERE
 DONGYI SOURCING
 E & A INT LTD
 ECHO SOURCING LTD
 FOLD
 HKS KNITWEAR LTD
 HUSH
 INTERLOCK STUDIO LTD
 J&M DAVIDSON
 JIGSAW
 JO-Y-JO
 LOOP STUDIO
 MEMO FASHIONS LTD
 MINT VELVET TRADING LTD
 MOZ DESIGNS
 NEXT PLC
 NEXT SOURCING
 OLIVER BONAS
 REISS
 RIVER ISLAND
 STARLIGHT
 STELLA FOREST
 STUART PETERS LTD.
 WHISTLES
 WHITE STUFF
 ZXY INTERNATIONAL
 AQUA BLUES
 COTTON INCORPORATED
 LILLA P
 NAADAM
 NFP - NEW FORM PERSPECTIVE

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