

Marketing Study on Apparel Market In China



- China market:

Overview on China's economy with a review of the most important geographical, economic and demographic indicators.

The following table shows the most important geographical, economic and demographic indicators of China:

Geographical Indicators	
Indicator	Value
Land Area	9,596,960 Km ²
Location	Located in Eastern Asia, bordering the East China Sea, Korea Bay, Yellow River, and South China Sea, between North Korea and Vietnam
Economical Indicators	
Indicator	Value
GDP	\$ 11.158 Trillion (2017)
Annual growth of GDP (%)	6.8% (2017)
GDP by Sector (2017)	Agriculture 8.3%, Industry 39.5%, and Services 52.2%
Inflation rate	1.59% (2017)
Unemployment rate	4.6% (2017)
Total Exports	\$2.157 Trillion (2017)
Main Exported Commodities	Electrical and other machinery, including computers and telecommunications equipment, apparel, furniture, textiles
Exports - Partners	US 19%, Hong Kong 12.4%, Japan 6%, South Korea 4.5% (2017)
Total Imports	\$1.731 Trillion (2017)
Main Imported Commodities	Electrical and other machinery, including integrated circuits and other computer components, oil and mineral fuels; optical and medical equipment, metal ores, motor vehicles; soybeans
Imports - Partners	South Korea 9.7%, Japan 9.1%, US 8.5%, Germany 5.3%, Australia 5.1% (2017)
Demographical Indicators	
Indicator	Value
Population	1,379,302,771 (2017) Female: 51% Male: 49%
Demographics	0-14 years: 17% 15-64 years: 74% Above 64 years: 9%
Religions	Buddhist 18.2%, Christian 5.1%, Muslim 1.2%, and unaffiliated

	75.5%
Population growth rate	0.5%(2017)
Average income per capita	10000 Dollar per year (2017) The average exchange rate of the Chinese Yuan: US dollar: 6.62 Yuan.
Source: 1. The World FactBook https://www.cia.gov/library/publications/the-world-factbook/geos/gm.html 2. UNdata http://data.un.org/en/iso/de.html https://www.inflation.eu/inflation-rates/china/historic-inflation/cpi-inflation-china-2017.aspx	

- Production & Consumption

China is one of the most important countries producing and consuming apparel. This is due to several factors, the most important one is the market capacity which amounted to 1.4 billion people, as well as the abundance of working and training hand, in addition to the availability of raw material such as short staple cotton used in the production of jeans or polyester.

China has invested in the research and the development of this important sector, which in turns led to an increase in the production capacity during the last year to reach to 31.5 billion pieces and the volume of exports amounted to 149.5 billion dollars, as well as the volume of imports amounted to 6.6 billion dollars.

Exports Business Partners:

The most important exporting countries for apparel from China are: European Union countries, US, Japan, Asia countries, Russia, United Arab Emirates, South Korea and Saudi Arabia.

The domestic industry of Chinese apparel can be divided into two main categories:

First:

Includes luxury brands that target high-income consumers with higher purchasing power.

Second:

Includes sales to the middle class (majority) and offers medium quality apparels with an affordable price as well as keeping up with the international taste.

China's apparel industry includes: Men's clothes, Women's clothes, Children's clothes, Labor's clothes, Sportswear, and National defense wear.

Imports Business Partners 2016 - 2017:

North Korea is considered to be one of the most important importing countries for apparel to China during the last two years 2016 and 2017. China's imports from North Korea decreased by 4.8% of HS Code 6201 compared to 2016 and by 0.04% of HS Code 6202 compared to 2016. The other important importing countries for apparel to China are: Vietnam, Italy, Indonesia and Romania.

Trade Movement in China for Textile & Apparel

1- With Countries all over the world:

Exports of apparel (including knitting products) increased to reach to 149.930 billion dollars in 2017 compared to 150.881 billion dollars in 2016, decreased by 0.6%.

Imports of the same item also reached to 6.695 billion dollars, the table below shows the main destinations for exporting and importing apparels to / from China in 2017:

Chinese Exports		Chinese Imports	
Country	The value "One million" Euros	Country	The value "One million" Euros
Total Exports	149,930,053	Total Imports	6,695,848
US	31,318,806	Vietnam	1,032,547
Japan	15,536,921	Italy	915,231
UK	8,314,976	China	776,006
Hong Kong	7,406,493	North Korea	568,459
Korea	5,954,856	Bangladesh	463,228
Russia	5,216,832	Indonesia	313,641
France	4,250,095	Turkey	301,612
Spain	3,828,277	Cambodia	290,327
Australia	3,739,651	Portugal	209,473

Source: ITC

2- Trade Movement between China for Apparel (Knits) and other countries from all over the world in 2015-2017:

The following table shows the most important imported/exported apparel (knits) from /to China. The table shows that the most important exports from China of this chapter

are the Pullovers and Saints, whose exports amounted to 17.325 billion dollars compared to the imports, which amounted to 795 million dollars in 2017.

Unit : US Dollar thousand		Imported value			Exported value		
Code	Product label	2015	2016	2017	2015	2016	2017
'6110	Jerseys, pullovers, cardigans, waistcoats and similar articles, knitted or crocheted (excluding ...	617,519	616,024	795,173	19,718,754	17,627,993	17,325,002
'6109	T-shirts, singlets and other vests, knitted or crocheted	604,353	591,034	652,394	9,539,784	8,637,540	8,184,609
'6104	Women's or girls' suits, ensembles, jackets, blazers, dresses, skirts, divided skirts, trousers, ...	316,800	342,654	385,045	19,386,741	15,998,039	15,232,143
'6103	Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches ...	170,523	192,974	236,770	7,477,688	6,320,057	5,831,753
'6105	Men's or boys' shirts, knitted or crocheted (excluding nightshirts, T-shirts, singlets and ...	114,444	114,622	119,411	1,391,051	1,211,402	1,045,556
'6115	Pantyhose, tights, stockings, socks and other hosiery, incl. graduated compression hosiery ...	75,215	99,014	115,576	5,877,425	5,396,905	5,735,311
'6111	Babies' garments and clothing accessories, knitted or crocheted (excluding hats)	102,194	108,744	109,336	2,571,301	2,383,992	2,372,967
'6114	Special garments for professional, sporting or other purposes, n.e.s., knitted or crocheted	52,765	72,407	86,794	1,381,586	1,412,586	1,392,307
'6108	Women's or girls' slips, petticoats, briefs, panties, nightdresses, pyjamas, negligés, bathrobes, ...	49,581	49,758	68,563	5,669,497	5,362,031	5,159,116
'6107	Men's or boys' underpants, briefs, nightshirts, pyjamas, bathrobes, dressing gowns and similar ...	53,345	41,564	51,854	2,709,607	2,582,832	2,484,878
'6102	Women's or girls' overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters, ...	36,420	39,439	48,333	971,803	794,515	520,193
'6117	Made-up clothing accessories, knitted or crocheted; knitted or crocheted parts of garments ...	32,169	30,623	36,419	1,837,364	1,745,458	1,677,085
'6101	Men's or boys' overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters, ...	25,565	30,165	33,064	561,662	463,713	382,160
'6116	Gloves, mittens and mitts, knitted or crocheted (excluding for babies)	13,398	15,776	20,522	2,320,450	2,251,612	2,547,093
'6112	Track-suits, ski-suits and swimwear, knitted or crocheted	22,096	12,874	17,623	1,651,712	1,606,307	1,644,366
'6106	Women's or girls' blouses, shirts and shirt-blouses, knitted or crocheted (excluding T-shirts ...	20,148	19,738	16,878	504,084	413,660	242,791
'6113	Garments, knitted or crocheted, rubberised or impregnated, coated or covered with plastics ...	2,591	3,043	4,796	215,762	204,800	195,205

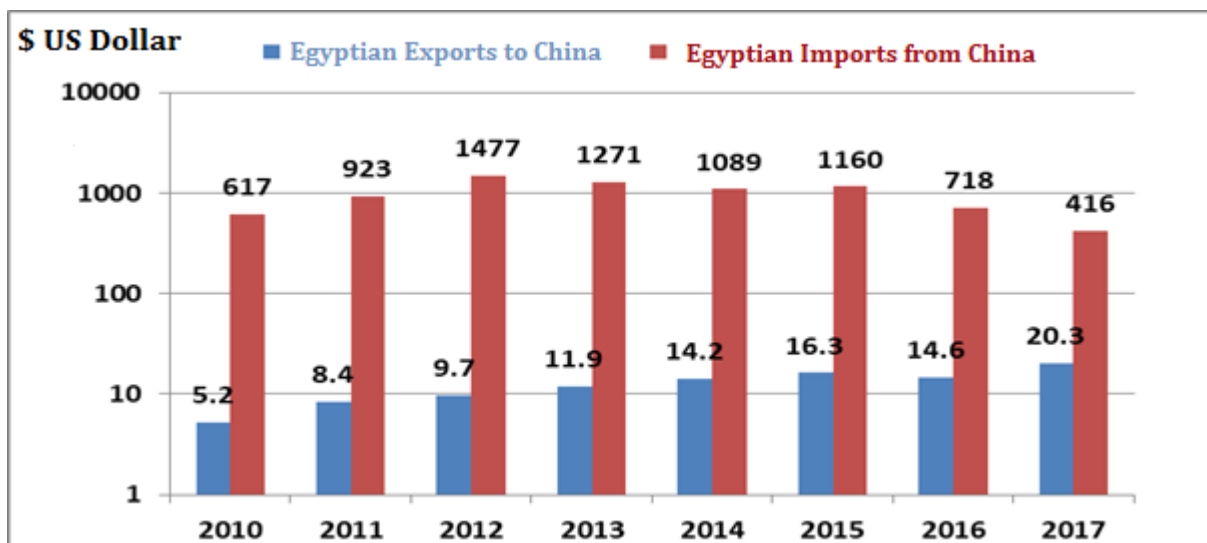
3- Trade Movement between China for Apparel (Woven) and other countries from all over the world in 2015-2017:

The following table shows China's exports and imports for apparel (woven), Women's suits, crews and jackets showed the highest value of China's exports which amounted to 24.902 billion dollars in 2017, at the same year it showed the highest value of China's imports which amounted to 895 million dollars.

Unit : US Dollar thousand		Imported value			Exported value		
Code	Product label	2015	2016	2017	2015	2016	2017
'6204	Women's or girls' suits, ensembles, jackets, blazers, dresses, skirts, divided skirts, trousers, ...	877,761	848,465	894,752	25,876,913	24,832,581	24,902,202
'6203	Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches ...	862,565	780,495	826,204	14,205,231	12,461,537	12,025,182
'6202	Women's or girls' overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters, ...	517,497	487,309	531,774	7,900,925	6,893,420	8,966,773
'6201	Men's or boys' overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters, ...	438,254	446,352	505,458	5,583,867	5,324,553	5,839,329
'6211	Tracksuits, ski suits, swimwear and other garments, n.e.s. (excluding knitted or crocheted)	197,271	203,034	241,695	4,005,163	3,836,513	3,894,640
'6205	Men's or boys' shirts (excluding knitted or crocheted, nightshirts, singlets and other vests)	245,034	225,424	228,861	3,540,771	3,143,052	2,887,867
'6212	Brassieres, girdles, corsets, braces, suspenders, garters and similar articles and parts thereof, ...	126,242	135,860	140,123	4,278,015	4,165,211	4,048,401
'6206	Women's or girls' blouses, shirts and shirt-blouses (excluding knitted or crocheted and vests)	123,454	134,874	134,188	2,324,348	2,108,272	1,987,633
'6214	Shawls, scarves, mufflers, mantillas, veils and similar articles (excluding knitted or crocheted)	150,107	119,299	128,265	2,078,503	1,903,574	1,773,353
'6210	Garments made up of felt or nonwovens, whether or not impregnated, coated, covered or laminated; ...	59,455	70,580	74,840	4,745,355	4,084,914	4,014,612
'6217	Made-up clothing accessories and parts of garments or clothing accessories, of all types of ...	42,814	42,452	41,050	369,886	326,107	347,064
'6209	Babies' garments and clothing accessories of textile materials (excluding knitted or crocheted ...	37,472	36,274	32,954	658,663	564,821	572,730
'6208	Women's or girls' singlets and other vests, slips, petticoats, briefs, panties, nightdresses, ...	13,533	14,434	14,662	1,260,625	1,065,362	1,015,451
'6215	Ties, bow ties and cravats of textile materials (excluding knitted or crocheted)	9,074	8,406	9,102	392,479	344,512	331,868
'6216	Gloves, mittens and mitts, of all types of textile materials (excluding knitted or crocheted ...	8,319	6,741	7,839	503,886	413,016	408,460
'6207	Men's or boys' singlets and other vests, underpants, briefs, nightshirts, pyjamas, bathrobes, ...	10,435	6,281	6,245	564,908	443,879	432,180
'6213	Handkerchiefs, of which no side exceeds 60 cm (excluding knitted or crocheted)	1,112	1,492	1,585	150,383	153,528	143,271

4- Trade Movement for Apparel between China and Egypt in 2015-2017:

Egyptian exports for apparel to China in 2017 amounted to 20 million dollars increased by 39% compared to 14.6 million dollars in 2016, while Egyptian imports from China in 2017 amounted to 416 million dollars, decreased by 42% compared to 718 million dollars in 2016. As a sign of the development of the trade movement between Egypt and China of this item, it should be noted that the total Egyptian exports to China from this chapter during the last eight years amounted to 100 million dollars while the imports during the same period amounted to 7.6 billion dollars. Egyptian exports to China in 2017 reached the highest value of 20 million dollars. The following figure shows the evolution of trade between Egypt and China for apparel during the last eight years:



a- Trade Movement for Apparel (Knits) between China and Egypt in 2015-2017 :

The following table shows the trade movement for apparel(knits) between Egypt and China, it noted that the Egyptian exports of this chapter amounted to 2.6 million dollars during 2017, topped by HS Code 6109 (T-shirts and Under shirts) with 1.3 million dollars, representing more than 50% of Total exports of this chapter.

Unit : US Dollar thousand

Product code	Product label	China's Imports from Egypt			China's Exports from Egypt		
		2015	2016	2017	2015	2016	2017
'6109	T-shirts, singlets and other vests, knitted or crocheted	756	1,226	1,308	57,640	66,872	19,720
'6107	Men's or boys' underpants, briefs, nightshirts, pyjamas, bathrobes, dressing gowns and similar ...	2,367	823	556	7,500	3,008	2,941
'6110	Jerseys, pullovers, cardigans, waistcoats and similar articles, knitted or crocheted (excluding ...	139	232	277	108,271	40,901	10,526
'6103	Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches ...	484	159	232	123,708	98,061	42,539
'6105	Men's or boys' shirts, knitted or crocheted (excluding nightshirts, T-shirts, singlets and ...	69	86	150	6,230	6,725	1,796
'6115	Pantyhose, tights, stockings, socks and other hosiery, incl. graduated compression hosiery ...	37	51	46	31,596	4,023	2,189
'6114	Special garments for professional, sporting or other purposes, n.e.s., knitted or crocheted	9	7	25	14,035	8,115	2,553
'6104	Women's or girls' suits, ensembles, jackets, blazers, dresses, skirts, divided skirts, trousers, ...	31	44	21	254,269	154,224	48,606
'6111	Babies' garments and clothing accessories, knitted or crocheted (excluding hats)	11	18	9	1,818	1,320	1,005
'6106	Women's or girls' blouses, shirts and shirt-blouses, knitted or crocheted (excluding T-shirts ...	13	5	7	855	479	363
'6117	Made-up clothing accessories, knitted or crocheted; knitted or crocheted parts of garments ...	-	3	1	21,735	11,193	8,599
'6102	Women's or girls' overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters, ...	-	4	-	2,368	1,322	774
'6108	Women's or girls' slips, petticoats, briefs, panties, nightdresses, pyjamas, négligés, bathrobes, ...	3	-	-	68,488	33,902	24,731
'6101	Men's or boys' overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters, ...	-	-	-	12,601	6,382	4,310
'6112	Track-suits, ski-suits and swimwear, knitted or crocheted	-	-	-	4,406	2,823	1,624
'6113	Garments, knitted or crocheted, rubberised or impregnated, coated or covered with plastics ...	-	-	-	224	185	24
'6116	Gloves, mittens and mitts, knitted or crocheted (excluding for babies)	-	-	-	7,035	4,383	4,213
Total		3,919	2,658	2,632	722,779	443,918	176,513

b- Trade Movement for Apparel (Woven) between China and Egypt in 2015-2017:

The following table shows the trade movement for apparel (woven) between Egypt and China; it noted that the Egyptian exports of this chapter amounted to 17 million dollars during 2017.

Topped by HS Code 6203 (Women's suits and skirts) which amounted to 11 million dollars. Almost half of Egypt's apparel exports to China during 2017.

Unit : US Dollar thousand

Product code	Product label	China's imports from Egypt			China's Exports from Egypt		
		2015	2016	2017	2015	2016	2017
'6204	Women's or girls' suits, ensembles, jackets, blazers, dresses, skirts, divided skirts, trousers, ...	5,218	4,674	11,045	120,192	61,655	28,372
'6203	Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches ...	4,725	5,920	5,162	127,395	85,842	43,516
'6205	Men's or boys' shirts (excluding knitted or crocheted, nightshirts, singlets and other vests)	1,717	882	1,001	9,111	7,590	12,257
'6201	Men's or boys' overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters, ...	54	170	333	37,946	46,243	77,344
'6202	Women's or girls' overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters, ...	-	226	134	11,747	4,923	11,615
'6211	Tracksuits, ski suits, swimwear and other garments, n.e.s. (excluding knitted or crocheted)	52	40	29	11,130	6,430	1,488
'6209	Babies' garments and clothing accessories of textile materials (excluding knitted or crocheted ...)	12	15	8	442	121	332
'6206	Women's or girls' blouses, shirts and shirt-blouses (excluding knitted or crocheted and vests)	42	13	7	3,264	2,258	5,842
'6207	Men's or boys' singlets and other vests, underpants, briefs, nightshirts, pyjamas, bathrobes, ...	448	2	5	2,287	260	136
'6215	Ties, bow ties and cravats of textile materials (excluding knitted or crocheted)	-	-	-	1,937	1,141	1,078
'6217	Made-up clothing accessories and parts of garments or clothing accessories, of all types of ...	2	-	-	1,368	1,076	3,277
'6213	Handkerchiefs, of which no side exceeds 60 cm (excluding knitted or crocheted)	-	-	-	13	4	25
'6208	Women's or girls' singlets and other vests, slips, petticoats, briefs, panties, nightdresses, ...	179	-	-	2,596	714	227
'6216	Gloves, mittens and mitts, of all types of textile materials (excluding knitted or crocheted ...)	-	-	-	212	331	166
'6210	Garments made up of felt or nonwovens, whether or not impregnated, coated, covered or laminated; ...	-	1	-	21,596	13,356	3,421
'6212	Brassieres, girdles, corsets, braces, suspenders, garters and similar articles and parts thereof, ...	-	-	-	36,729	22,640	33,929
'6214	Shawls, scarves, mufflers, mantillas, veils and similar articles (excluding knitted or crocheted)	-	-	-	33,503	9,693	6,329
Total		12,449	11,943	17,724	421,468	264,277	229,354

5- Distribution Channels:

- Wholesale stores, which are spread throughout the Chinese provinces and sell their products at low prices in large quantities, also these stores sell to the end consumer.
- Commercial agencies to ensure access to the chain stores and this depend on the reputation and the size of the agent.

- Chain stores, which are one of the most important distribution channels for apparel, such as Li Ning shops, which has about 9500 branches in many Chinese provinces followed by Septwolves, which has about 3800 outlets.
- E-commerce through websites and mobile phones, which comes in the next rank and it is no less important than the previous channel, also it considered being the best way for the Chinese consumer; the most important of these channels Tmall, VIP.com and Alibaba.com.
- Consumer associations that offer a medium quality product at affordable prices.
- International exhibitions.

6- Chinese Government Measures to Exempt the Chinese Imports:

China applies its imports for apparel from the world to the health inspection procedures in accordance with the AQSIQ regulations. Random samples of exported messages to Chinese ports are selected. If they do not comply with Chinese standards, they are rejected. Also China applies another standard which called "the national level standard", which varies according to the type of the imported product; Also apparels products applies to safety and health standards and other related standards.

7- Chinese consumer style

- Chinese consumer style varies according to the geographical location of the Chinese province. The unevenness of the climate (from extreme cold to mild winter in the north to the tropical climate in the south and moderate to hot summer weather). The Australian, European and Canadian styles overcome on the Chinese style in the Northern provinces beside the heavy cotton underwear unlike the Southern provinces.
- As mentioned above, the Chinese consumer can be divided into two categories, one of which is the consumer of high-income and high-quality categories and the other includes the middle class (majority), which consumes medium-quality clothes.

8-Tariffs on Egyptian Exports for apparels:

HS Code	Product Label	Tariff	Tariff applied on Egypt (MFN)
6103	Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches	90-130%	16-25%
6104	Women's or girls' suits, ensembles, jackets, blazers, dresses, skirts, divided skirts, trousers	90-130%	14-25%
6105	Men's or boys' shirts, knitted or crocheted	90-130%	16-17.5%
6106	Women's or girls' blouses, shirts and shirt-blouses, knitted or crocheted	90-130%	16-17.5%
6107	Men's or boys' underpants, briefs, nightshirts, pyjamas, bathrobes, dressing gowns	90-130%	14-16%
6108	Women's or girls' slips, petticoats, briefs, panties, nightdresses, pyjamas, négligés, bathrobes	90-130%	14-16%
6109	T-shirts, singlets and other vests, knitted or crocheted	90-130%	7-14%
6110	Jerseys, pullovers, cardigans, waistcoats and similar articles, knitted or crocheted	90-130%	7-14%

6111	Babies' garments and clothing accessories, knitted or crocheted (excluding hats)	90-130%	16-17.5%
6114	Special garments for professional, sporting or other purposes, n.e.s., knitted or crocheted	90-130%	16-17.5%
6115	Pantyhose, tights, stockings, socks and other hosiery, incl. graduated compression hosiery	90-130%	14-16%
6201	Men's or boys' overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters	90-130%	8-17.5%
6202	Women's or girls' overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters	90-130%	8-17.5%
6203	Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches	90-130%	8-17.5%
6204	Women's or girls' suits, ensembles, jackets, blazers, dresses, skirts, divided skirts, trousers	90-130%	8-20%
6205	Men's or boys' shirts (excluding knitted or crocheted, nightshirts, singlets and other vests)	90-130%	16%
6206	Women's or girls' blouses, shirts and shirt-blouses (excluding knitted or crocheted and vests)	90-130%	16-17.5%
6207	Men's or boys' singlets and other vests, underpants, briefs, nightshirts, pyjamas, bathrobes	90-130%	14-16%
6208	Women's or girls' singlets and other vests, slips, petticoats, briefs, panties, nightdresses	90-130%	14-16%
6209	Babies' garments and clothing accessories of textile materials (excluding knitted or crocheted)	90-130%	14-16%
6211	Tracksuits, ski suits, swimwear and other garments, n.e.s. (excluding knitted or crocheted)	90-130%	16-19%
6214	Shawls, scarves, mufflers, mantillas, veils and similar articles (excluding knitted or crocheted)	100-130%	8-16%
6217	Made-up clothing accessories and parts of garments or clothing accessories	100-130%	14%

Source: Chinese Customs Website

9-Tariffs imposed by China:

- VAT: 17%.
- Egypt's exports to China receive the MFN treatment at preferential rates ranging from 7% to 25%.

10-The most important Chinese ports:

- **Air Ports:** Beijing International - Shanghai - Xiamen
- **Maritime Ports:** Shanghai - Guangzhou - Xiamen - Tianjin – Qingdao

11-The most important specialized exhibitions:

The following list contains the most important international exhibitions for apparel which are organized annually in China; where it is important to participate in them (both supply and attendance) in order to access the Egyptian products into the Chinese market.

- CHIC (Autumn)

Time: September 27-29, 2018

Venue: Shanghai Exhibition and Convention Center
Tel: 0086-10-65358423
Fax: 0086-10-65053260
Web: www.chiconline.com.cn
Email: kangxuhua@cwtc.com
Contact: Mr. Kang Xuhua

- The 18th China (Hangzhou) International Clothing Accessories EXPO

Time: June 13-15, 2018
Venue: Hangzhon Peace International Exhibition Center
Tel: 0086-571-89972767
Fax: 0076-571-89971766
Web: www.chic-hz.com

- CANTON Fair

Time: May1-5, 2018 (Phase 3, Textile & Garment)
Venue: China Import and Export Fair Complex
Tel: 0086-20-28888999
Email: info@cantonfair.org.cn
Web: www.cantonfair.org.cn

- The 6th Shanghai International Occupation Uniform Exhibition

Time: April 19-21- 2018
Venue: Shanghai World EXPO Exhibition & Convention Center
Tel: 0086-21-61158199
Fax: 0086-21-61158199
Web: www.globaloue.com
Email: project@globaloue.com

12- The most important imported Chinese entities and companies for apparel:

- Guangzhou Textiles Holdings Limited

Tel: 020-83348898
Fax: 020-83343898
Web: www.gztextiles.com
Email: tadwear@sources-china.com

- Sichuan Textiles Import and Export Corp

Tel: 028-86634049
Fax: 028-86633710
Web: www.sctiec.com
Email: office@sctiec.com

- Guangdong Textiles Import and Export Co.,Ltd

Tel: 020-83558988

Fax: 020-83553900

Web: www.gdtex.com

Email: gdtex@gdtex.com

- Nanjing Textile Import and Export Co., Ltd

Tel: 025-83306789

Fax: 025-83300518

Web: www.nantex.com.cn

Email: nantex@nantex.com.cn

- Beijing Textiles Import and Export Corp

Tel: 010-65817809, 65815227

Fax: 010-010-65819345, 65813178

Web: www.textilebj.com

Email: longer_0112@yahoo.com.cn

- Zhejiang Textiles Import and Export Group Co., Ltd

Tel: 0571-87075888

Fax: 0571-87079254

Web: www.sinotexes.com

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13- Comments and Recommendations:

Based on the above, Egypt's share of its exports to the Chinese market can be increased for apparel items through:

- Arrange a specialized visit to the Ready-Made Garments Export Council, in line with one of the most important specialized exhibitions in apparel and ready-made garments in China.
- Discuss ways of exporting the Egyptian products for apparel to China through electronic distribution channels, which are very important in the Chinese consumer's daily life.
- Discuss ways of cooperation with the biggest Chinese government companies to establish a common brand and benefit from the global reputation for the Egyptian cotton, to be oriented according to the needs of the Chinese market.
- Cooperate with the existing Chinese investors in Egypt and engage in the Egyptian-Chinese partnerships.
- Benefiting from the presence of a direct airline connecting the two countries from Cairo to Beijing and Shanghai.