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Footwear Exchange

A platform of people from all around the world who make the footwear, leather and allied industry work.

Aug 2022
Newsletter No 8

the footprint

The Footprint is monthly newsletter brought to you by **Footwear Exchange**

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PAGE 5-7 Footwear Exchange Aggregated News

HiPPO
Highest Paid Person's Opinion

Seagull
Seagull Manager

ZEbRA
Zero Evidence But Really Arrogant

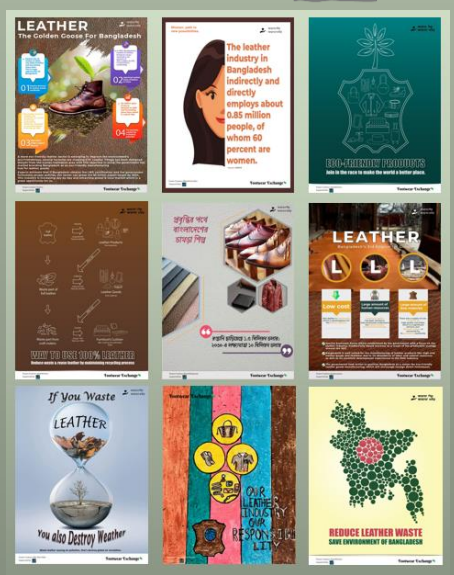
WoLF
Working on Latest Fire

RHiNO
Really Hing-value New Opportunity

Bangladesh leather sector exports Jul 2022-23, 134.53 Million

134
MILLION
+2% vs ST
+14% vs LY

PAGE 4 Poster Competition TOP 9 2022



Bata posts 16 times higher profit in Apr-Jun as Covid restrictions go

Stahl joins CLIB biotechnology network to reinforce open innovation, responsible chemistry commitments

Jamal Bhuyan made Sprint Brand Ambassador

River Conservation Commission disappointed over Savar Tannery Industrial Estate's mismanagement

Hazaribagh now a promising hub of diversified leather products

Leather paying for tanners' non-compliance

Default loans in leather sector jumps to Tk1,541cr

Leather Working Group reaches 1,000 LWG-certified leather manufacturers

The dangerous animals of product management

productboard



HiPPO

Highest Paid Person's Opinion

Saying no to a HiPPO is hard but letting them make all the decisions leads to products or features that haven't been validated.

This can kill team morale and introduce risk.



Seagull

Seagull Manager

Seagull Manager swoop in, cause a ruckus, then swoop out again, leaving the team to clean up the mess.

Their intentions are good, but they lack valuable on-the-ground perspective about the product.



ZEbRA

Zero Evidence But Really Arrogant

ZEbRA think they know it all but rely on their gut rather than any actual evidence.

ZEbRA might luck out and occasionally get things right, but luck alone is not a sound strategy.



WoLF

Working on Latest Fire

When you neglect technical dept to focus solely on new features, you end up in a cycle of reactivity that demands all your resources, seriously hindering productivity and innovation.



RHiNO

Really Hing-value New Opportunity

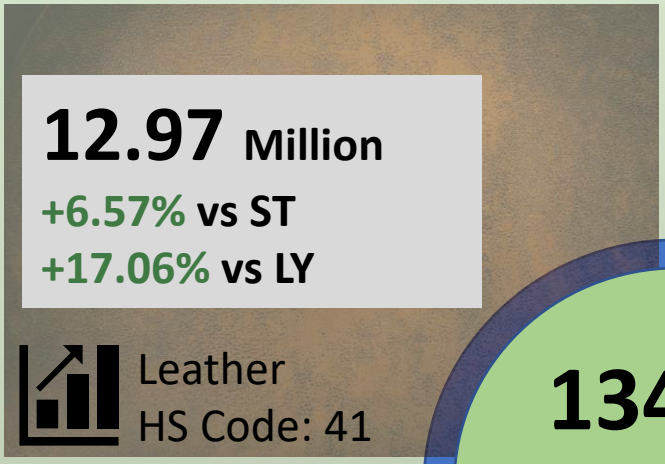
If we just had feature X, we'd be able to make this sale/land this customer. Focusing on a RHiNO's on-off requests shifts the focus to solution rather than solving real customer problems.

Source: productboard-dangerous-animals.pdf

the footprint

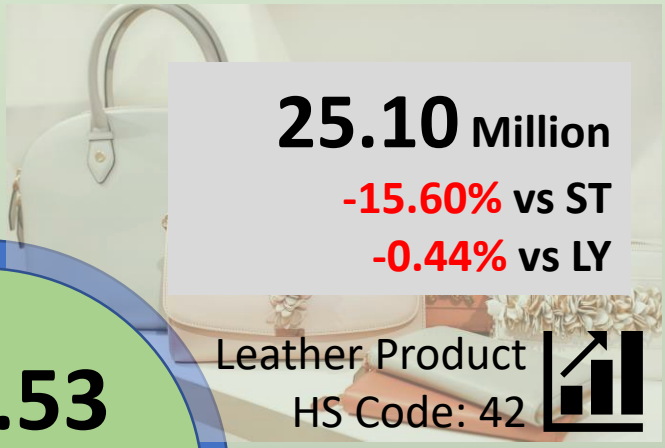
Bangladesh leather sector exports Jul 2022-23,

134.53 Million



12.97 Million
+6.57% vs ST
+17.06% vs LY

Leather
HS Code: 41



25.10 Million
-15.60% vs ST
-0.44% vs LY

Leather Product
HS Code: 42

134.53
MILLION
+2% vs ST
+14% vs LY



HS Code: 6403
Leather Footwear

61.34 Million
+10.68% vs ST
+13.11% vs LY



HS Code: 64
Other Footwear

35.12 Million
-0.06% vs ST
+28.27% vs LY

2022-23 Target

Leather: **USD 180 M**
Leather Product: **USD 440 M**
Leather Footwear: **USD 820 M**
Other Footwear: **USD 520 M**

ST = Strategic Target / LY: Last Year same period

Source:
Export Promotion Bureau, Bangladesh
Export performance (Goods) for FY 2022-23 July (Provisional)

TOP 9

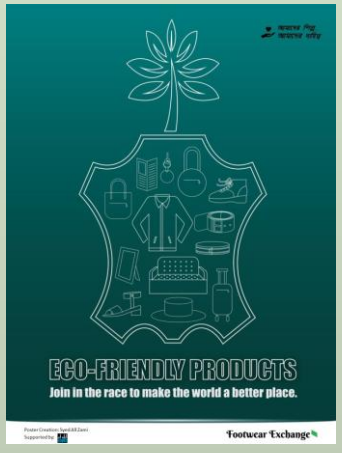
DESIGN POSITIVE IMAGE OF BANGLADESH LEATHER & LEATHER SECTOR

POSTER DESIGN COMPETITION 2022

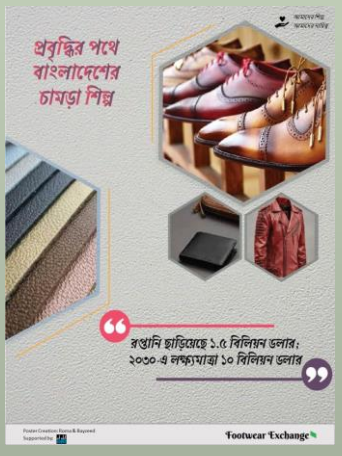
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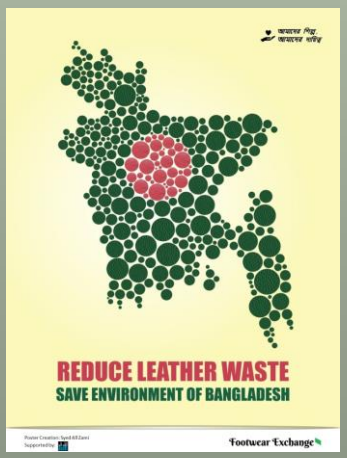




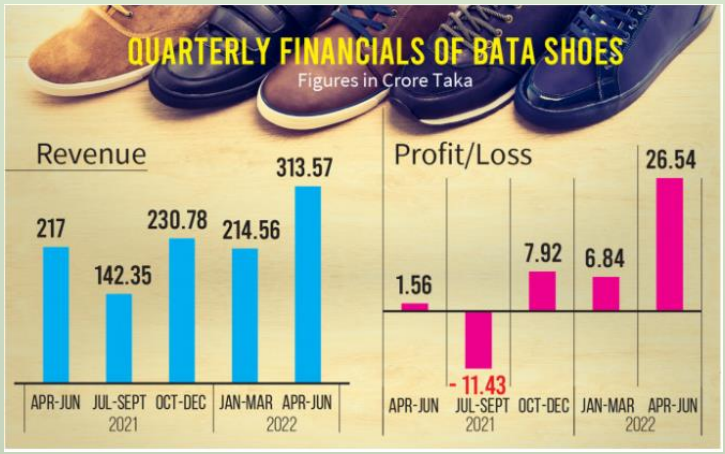








Bata posts 16 times higher profit in Apr-Jun as Covid restrictions go



Bata Shoe Company (Bangladesh) Limited posted 16 times higher profit year-on-year in the April-June quarter of this year, due to good business during the Eid seasons.

During the period, the company earned a net profit of Tk26.54 crore, up from Tk1.56 crore a year ago.

A senior official of the company on condition of anonymity told The Business Standard even though shoemakers could not do business during Eid festivals – which contribute to a big chunk of their annual sales – in the past two years because of the pandemic–induced restrictions, they have witnessed a decent turnover this time around as there are no such restrictions.

In April-June this year, Bata's revenue grew by 45% to Tk313.57 crore from Tk217 crore during the same period a year ago.

At the end of the first half of this year, the company's total revenue stood at Tk528.13 crore and net profit at Tk33.39 crore.
Its earnings per share (EPS) was Tk19.41 for the second quarter of this year and Tk24.41 for the first half.

Bata has been serving the Bangladesh market since 1962 and the very company Bata Shoe Bangladesh was incorporated in 1972 following the independence of the country.

Source: The Business Standard

Stahl joins CLIB biotechnology network to reinforce open innovation, responsible chemistry commitments

Stahl, an active proponent of responsible chemistry, has joined CLIB, an international open innovation cluster of stakeholders in the biotechnology space. CLIB is committed to providing networking opportunities for its members across different industries and sectors with a view to using biotechnology to foster sustainability. Stahl's membership of the network underlines the company's commitment to open innovation and to working with partners across value chains to reduce its Scope 3 emissions.

Source: leathemag.com

Jamal Bhuyan made Sprint Brand Ambassador



Bangladesh national football team's skipper, Jamal Bhuyan has been signed as the brand ambassador of Sprint for the third consecutive year.

The agreement was signed on Tuesday (2 August) in the presence of high officials from Apex including Firoze Mohammad, Chief Operating Officer and Sagnik Guho, Head of Marketing, said a press release.

Sprint, from the house of Apex, is the country's fastest-growing athleisure brand that inspires an active lifestyle by promoting the importance of fitness and performance in everyday life.

Source: The Business Standard

River Conservation Commission disappointed over Savar Tannery Industrial Estate's mismanagement



DR Manjur Ahmed Chowdhury, chairman of the National River Conservation Commission, expressed his disappointment over the mismanagement and overall condition of the Savar Tannery Industrial Estate after visiting the venue.

After visiting the Central Effluent Treatment Plant (CETP), CETP lab and various points of the estate, he held a meeting with the officials of the industrial estate on Monday morning and then talked to reporters.

He described the poor condition of the laboratory at the estate and said there were no instruments and no activities; even village school labs had more equipment than this one.

"We have come here today to learn about the actual situation. But I am very disappointed with what I have understood after coming here and talking to the relevant officials here," said the Commission chairman.

Dr Manjur wanted to learn about various issues, especially regarding river and environmental pollution and the efficiency of the CETP, while discussing with the officials concerned at the estate from the Department of Environment and the CETP.

Source: The Business Standard

Hazaribagh now a promising hub of diversified leather products



Hazaribagh has been transformed into a diversified leather products hub from a rawhide tannery zone in the span of only five years since the tanneries were shifted to Savar.

The hub now manufactures products such as shoes, slippers, jackets, office bags, wallets, purses, belts, school bags and ladies' handbags and registers an annual turnover of Tk100 crore.

According to the Hazaribagh Leather Shoes and Goods Association, around 150 small and medium factories are in operation in Hazaribagh, the total number of factories in the country being 400.

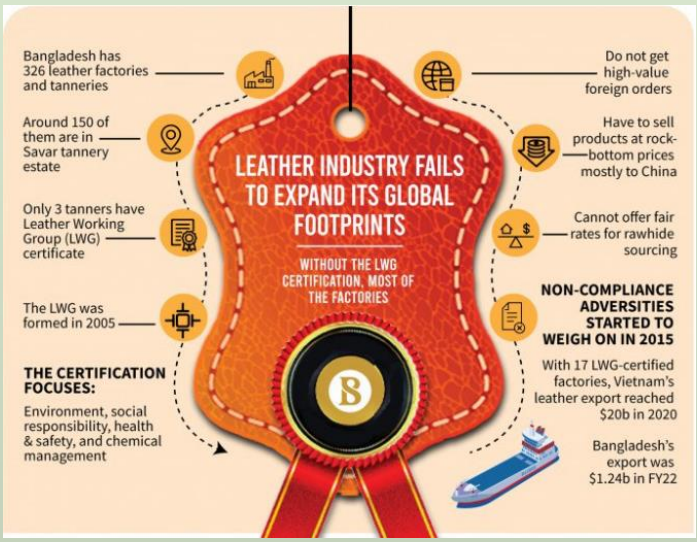
Mujibur Rahman Mujo, president of Hazaribagh Leather Shoes and Goods Association, said that after the tanneries moved, the places they had occupied were left empty for many days.

"Many who opened shops and businesses here were involved in this industry in various ways. Some were workers, some were managers, and some were technicians or engineers," he said.

"Apart from this, based on the supply of leather processed in Hazaribagh, many businessmen have moved here from the leather product manufacturing factories in Chawkbazar and Keraniganj. Many of those who lost their jobs in the tannery relocation process, who did not go to work in Savar, are trying to settle here," said Mujibur Rahman, adding that the number of shops has increased rapidly as a result.

Source: The Business Standard

Leather paying for tanners' non-compliance



Around a decade ago, there were two choices before the local leather industry: adopt the best environmental practices in tanning and get good prices in the global market, or skip the nature concern and be underpaid with the major foreign markets inaccessible.

Local tanneries could not grasp the first one thanks to a disregard for environmental safety by them and the authorities.

Now the non-compliance with international standards, set by the Leather Working Group (LWG) and endorsed by major global brands, makes the entire leather industry suffer.

Due to the lack of LWG certification, big European and American buyers are shying away from made in Bangladesh products. On the other hand, foreign buyers who are still coming are offering rock-bottom prices citing the non-compliance.

Foreign buyers, especially big brands, want to see LWG certification for sourcing leather and leather products from the international market. To get the certificate, factories must ensure they are not hurting the environment while manufacturing the products.

Source: www.leatherwirkinggroup.com

Default loans in leather sector jumps to Tk1,541cr

At the end of March this year, the amount of defaulted loans in the leather sector stood at Tk1,541 crore, which is 12.57% of the total loans disbursed in this sector.

In December 2021, the amount of defaulted loans in the sector was Tk1,288 crore, said sources at the Bangladesh Bank.

People involved in this sector said the traders were not able to repay the loans as the leather sector hit a snag.

The banks have been acting very cautious as many traders became defaulters due to various reasons including the use of leather loans in other sectors.

Source: The Business Standard

Leather Working Group reaches 1,000 LWG-certified leather manufacturers

LEATHER WORKING GROUP
Improving Environmental Stewardship

Over 1,000 leather manufacturers around the world have now obtained Leather Working Group (LWG) certification, meaning that they are committed to responsible leather production.

Leather Working Group (LWG) announces a new membership milestone, with over 1,000 leather manufacturers achieving LWG certification and becoming part of the global LWG community. As of July 2022, a total of 1,040 sites have been audited by an LWG-approved auditor and awarded one of four ratings (audited, bronze, silver, or gold) by complying with the requirements of the LWG global audit standard.

Source: www.leatherwirkinggroup.com

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