

## **Expression of Interest**

The Embassy of India in Moscow invites “Expression of Interest and Bids” with proposed terms of reference from research companies with proven track record to undertake study “Opportunities for Indian textile business in Russian market”. The terms of study are enclosed.

The length of study should be approximately 30 000 words and it should be completed within six weeks from the date of the acceptance of the bid/proposal.

Interested parties with sound financial background and experience in undertaking the market studies may send their “Expression of Interest and Bids” to Mrs. Vrindaba Gohil, Head of Trade Wing, Embassy of India, Moscow at [trade.moscow@mea.gov.in](mailto:trade.moscow@mea.gov.in) and [mexec.trade@gmail.com](mailto:mexec.trade@gmail.com) on or before 31 January 2019.

## Terms of reference

### Analysis of current textile market of Russia

- Total demand for textile in Russia and total sales, by types of textile products consumed, by countries of origin, by price categories.
- Summary of Russian demographic structure of population, average incomes by Russian regions, and of Russian climatic and cultural traditions, which affects the demand for textile.
- The shares of textile domestically produced / imported from main foreign suppliers, respectfully to the above announced categories, the share of India-produced textile,
- main competitors for Indian textile in Russia, their strong and weak features,
- Retail and wholesale prices for textile in Russia.
- Main importers, wholesalers and retailers of textile in Russia, industry associations and groups including key influences.
- Main logistics options in respect of supplies of textile to Russia.
- Specific customs and other legislation applicable, algorithm for passing customs procedures.
- Specificity of banking operations with Russia, possible risks regarding sanctions imposed by the USA and other countries.
- Currency exchange rate risks and opportunities.
- Risks relating to Russian legislation protecting domestic production.
- Specific issues of Russian mentality to be accounted when dealing with Russian partners, costumers and authorities.
- Main barriers to entry for India.
- Marketing strategies recommended for Indian suppliers.

### Direct supplies or Russia-based production?

- Insight into Russian textile industry: main enterprises, their specifics, capacity, equipment, geographic locations, structure of ownership, main suppliers of raw materials and main sales markets within Russia;
- Brief guide for registration of a company in Russia: main steps and commonly faced difficulties,
- Options for obtaining state support and privileges for the new company from Russian authorities on the federal and regional levels,
- Issues related to hiring non-Russian employees,
- Availability of qualified workforce and average salaries in the industry.
- Main differences between Indian and Russian labor laws.