



## **AFRO-INDIA REVERSE BUYER SELLER MEET - 2006**

***A PLATFORM FOR BUILDING BUSINESS CONTACTS WITH 40 LEADING BUSINESSMEN  
VIZ. IMPORTERS, BUYERS, DEALERS, DISTRIBUTORS AND WHOLESALERS OF  
ENGINEERING PRODUCTS THROUGH ONE-TO-ONE BUYER SELLER MEET***

| <b>Chennai</b>   | <b>Mumbai</b>   | <b>New Delhi</b>                                    |
|--|---|---|
| <b>28th March, 2006 (Tuesday)<br/>Hotel Taj Coromandal</b> | <b>29th March, 2006 (Wednesday)<br/>Hotel Leela Kempinski</b> | <b>30th March, 2006 (Thursday)<br/>Hotel Ashoka</b> |

Leading buyers and prospective trade partners from African countries will attend One-to-One business discussions and negotiations for engineering products and services.

Members are cordially invited to enlist participation at the Business Meet.

| <b>Participation Fee<br/>(for one centre only)</b>   |
|--|
| <b>Rs. 15,000/- for 1st participant of a firm<br/>Rs. 7,500/- for subsequent participant<br/>will include Background Material<br/>Lunch for Conference days.<br/>Last date of participation : 20th March, 2006</b> |

For further details & enlistment, please contact :

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**Note : Council reserves the right to accept or reject participation of an Indian company.**

## **AFRO-INDIA REVERSE BUYER SELLER MEET - 2006**

### **Preamble**

Africa, a 54 nation continent with a population of 700 million offers wide diversity in terms of opportunities in areas such as natural & mineral wealth, phosphate, oil & gas, food processing machinery, textile machinery, leather processing machinery, pharmaceutical & pharmaceutical machinery and mining.

Export of Indian engineering goods from India to Africa has reached a level of US\$ 1689 million in 2004-05 against a value of US\$ 684 million during 2000-01 thereby showing a growth of nearly 150% in a span of five years.

Keeping in view the growing trade prospects in Africa Region and genuine interest on the part of the African buyers to further contact Indian exporters of engineering goods, Council has decided to hold a Reverse Buyer-Seller Meet between Indian exporters and importers of Africa region in March 2006 at Chennai, Mumbai and Delhi. For this Reverse Buyer-Seller Meet the Council is expected to receive 40 buyers from Africa region.

### **Objectives**

- To provide an opportunity to prospective importers in Africa region to interact with Indian counterparts about their requirements.
- To provide an opportunity to Indian exporters to adjudge the acceptability of their products in African market and also the likely intake by the market, so that they are in a position to plan their strategy accordingly.

Depending on your choices, meetings will be fixed with African counterparts. Each exporter will be provided with minimum of 3 meetings. Each meeting will be of 20 to 30 minutes duration. Final match making will be done keeping in view the areas of matching interest of both sides and choices thereof. Council will, thereafter draw up time schedule for interaction between overseas delegates and Indian participants.

The participation fee (for one centre only) has been fixed as follows :

Rs. 15,000/- for 1st participant of a firm;

Rs. 7,500/- for subsequent participants of the firm.

The participation charges will partially cover the expenses on account of portfolio bag containing background papers and profiles of overseas delegates and lunches on Conference days. This will also cover expenses on overseas delegates.

### **Product Sector**

Chemical Plant & Machinery Equipment and Parts, Industrial Machinery and Parts, Earthmoving and Mining Machinery and Parts, Complete Vehicles, Two/Three Wheelers, Tractor and Agricultural Equipment and Parts, Electric Power Equipment and Parts, Transmission Line Tower and Accessories, Auto Parts, Bicycle and Parts, Hand, Small & Cutting Tools, IC Engines & Parts, Industrial Fasteners, Wire Ropes, Builders Hardware, Industrial Castings, Sanitary Castings, Forgings, Aluminium Products, Electric Appliances and Manufactures, SS Utensils, Scientific & Surgical Instruments, Ferro Alloys, Primary Iron & Steel etc.

**Council will reserve the right to accept or reject participation of any Indian company.**

**The last date for enlistment of participation is 20th March, 2006.**

**Note :** Since Afro-India Reverse BSM and Indo-ASEAN Reverse BSM are being organized on same day at same venue, Firms interested to participate in both the events, have to depute separate person for each events and the participation fees will be Rs. 25,000/- only. Any subsequent participation would be Rs. 7,500/- per participant.

**AFRO-INDIA REVERSE BUYER SELLER MEET - 2006**

(Organised by : Engineering Export Promotion Council)

28-30 March, 2006

Please tick choice of venue below :

| Chennai  | Mumbai  | New Delhi                                   |
|--|---|---|
| 28th March, 2006 (Tuesday)<br>Hotel Taj Coromandal | 29th March, 2006 (Wednesday)<br>Hotel Leela Kempinski | 30th March, 2006 (Thursday)<br>Hotel Ashoka |

**INDIAN DELEGATE'S PROFILE**

|  |   |                       |          |
|--|---|-----------------------|----------|
| Name of the Company<br>(In BLOCK Letters)                                |   |                       |          |
| Address<br>(In BLOCK Letters)  |   |                       |          |
|  | City  |                       | Pin Code |
| Phone (with STD Code)  |   | Fax No.               |          |
| E-mail Address   |   | Website Address       |          |
| Name(s) of the Executive(s) with Designation(s) attending the Conference | 1.<br>2.  | 3.<br>4.              |          |
| Items Manufactured/Exported<br>(HS Codes if possible)                    |   |                       |          |
| Industrial Application   |   |                       |          |
| Foreign Collaborations if any, please specify                            |   |                       |          |
| Annual Turnover in US\$  |   | Annual Export in US\$ |          |
| Countries of Export  |   |                       |          |
| International Accreditations<br>(ISO, QS, etc.)                          |   |                       |          |
| Nature of Business<br>(Please tick mark)                                 | <p style="text-align: center;">Manufacturer</p> <input type="radio"/> SSI <input type="radio"/> Non-SSI <input type="radio"/> Merchant <input type="radio"/> Export House |                       |          |
| Area of specific interest for this BSM                                   |   |                       |          |

Signature with Office Seal

**N.B. :** Following should be sent with this Form :

- Two passport size colour photographs of each participant with their names at the back of the photographs.
- Demand Draft for requisite participation amount, in favour of ENGINEERING EXPORT PROMOTION COUNCIL, payable at New Delhi.