



## **INDO-AUSTRALASIA REVERSE BSM - 2005**

***A PLATFORM FOR BUILDING BUSINESS CONTACTS WITH 40 AUSTRALASIAN BUYERS THROUGH ONE-TO-ONE BUYER-SELLER MEET***

<b>Chennai</b>	<b>New Delhi</b>	<b>Mumbai</b>
<b>21st February, 2005 (Monday)</b>	<b>22nd February, 2005 (Tuesday)</b>	<b>23rd February, 2005 (Wednesday)</b>
<b>Hotel Le Meridian</b>	<b>Hotel Le Meridian</b>	<b>Hotel Hyatt Regency</b>

Leading buyers and prospective trade partners from Australia, New Zealand & Papua New Guinea will attend One-to-One business discussions and negotiations for engineering products and services.

Members are cordially invited to enlist participation at the Meet.

<b>Participation Fee (for one centre only)</b>
<b>Rs. 15,000/- for 1st participant of a firm Rs. 7,000/- for subsequent participant will include Background Material Lunch for Conference days. Last date of participation : 30th January, 2005</b>

For further details & enlistment, please contact :

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Website : <http://www.eepc.gov.in>

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

## **INDO-AUSTRALASIA REVERSE BSM - 2005**

EEPC, during 2000-01, launched an Integrated Market Access Plan for Australasian countries, under MAI programme of the Ministry of Commerce, which entailed contact promotion with buyers, dissemination of market information to Indian exporters, and physical exposure of Indian products and technology through INDIA TECH expositions in Melbourne, AUSTRALIA in 2002.

These activities have created significant awareness amongst trade and industrial community both in this region as well as in India about the prospects of trade and industrial cooperation for mutual interest. This is evident from growing interest amongst the Indian trade about the Council's activities and flow of enquiries from this region for procurement from India as also cooperation in the form of joint venture tie-ups.

Keeping in view the growing awareness of trade prospects and genuine interest on the part of the buyers to further contacts with Indian exporters of engineering goods, Council has decided to hold a **Reverse Buyer-Seller Meet** between Indian exporters and importers of these countries in February 2005 at Chennai, Delhi and Mumbai as indicated above. For this Reverse Buyer-Seller Meet the Council is mobilizing 40 buyers from Australia, New Zealand & Papua New Guinea.

Products identified as having potential for Business Meet include **Steel Pipes & Tubes, Aluminium and Products thereof, Copper and Products thereof, Electric Power Equipment & Parts, Auto Components, Industrial Machinery, Ferrous Hollowware, Chemical Plant & Machinery, Heating & Cooling Equipment, Machine Tools, I. C. Engines & Parts, Construction Machinery, Mechanical Pumps, Food Processing Machinery, Sanitary & Industrial Castings, Scientific Surgical Instruments, Electrical Home Appliances, Razor Blades, Hand, Small & Cutting Tools, Industrial Fasteners etc.**

Depending on your choices, meetings will be fixed with overseas delegates. Each exporter will be provided with **minimum of 3 meetings**. Each meeting will be of 20 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. Meeting schedule of each Indian Company will be forwarded to them in advance.

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

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

**Rs. 7,000/- for subsequent participants of the firm.**

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

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

**Last date for enlistment of participation is 30th January, 2005. Participation will be confirmed only after final matchmaking and on first-come-first served basis.**

**The Participation Application Form are given overleaf.**

**INDO-AUSTRALASIA REVERSE BSM - 2005**

(Organised by : Engineering Export Promotion Council)

21-23 February, 2005 at

Please tick choice of venue below :

Chennai	New Delhi	Mumbai
21st February, 2005 (Monday)	22nd February, 2005 (Tuesday)	23rd February, 2005 (Wednesday)
Hotel Le Meridian	Hotel Le Meridian	Hotel Hyatt Regency
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**INDIAN DELEGATE'S PROFILE**

Name of the Company (In BLOCK Letters)			
Address (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.	3.	
	2.	4.	
Items Manufactured/Exported (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 (ISO, QS, etc.)			
Nature of Business (Please tick mark)	Manufacturer		
	<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.