

# INDO-AFRICA REVERSE BUYER SELLER MEET - 2008

**A PLATFORM FOR BUILDING BUSINESS CONTACTS WITH 20 LEADING BUSINESSMEN VIZ. IMPORTERS, BUYERS, DEALERS, DISTRIBUTORS AND WHOLESALERS OF ENGINEERING PRODUCTS THROUGH ONE-TO-ONE BUYER SELLER MEET**

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**Pune**

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**5th March, 2008  
(Wednesday)**

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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.

## **Participation Fee (for one centre only)**

**Rs. 7,500/- for one BSM**

**Rs. 12,000/- for two BSMs**

**Rs. 15,000/- for three BSMs**

**Rs. 5,000/- for subsequent participant**

**Last date of participation : 15th February, 2008**

For further details & enlistment, please contact :

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OR

Any of the Regional/Sub-Regional offices of EEPC.

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

# **INDO-AFRICA REVERSE BUYER SELLER MEET - 2008**

## **Preamble**

Africa is the world's second largest and second most-populous continent. There are 46 countries including Madagascar, and 53 including all the island groups. It 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\$ 2.34 billion in 2006-07 against a value of US\$ 1.78 billion during 2005-06, thereby showing a growth of nearly 32%.

Keeping in view the growing trade prospects in Africa Region and the genuine interest on the part of the African buyers to further engage with Indian exporters of engineering goods, the Council has decided to hold a Reverse Buyer Seller Meet between Indian exporters and importers of Africa region in March 2008 at Coimbatore and Pune. For this Reverse Buyer Seller Meet the Council is expected to receive 20 buyers from Africa region.

## **Objectives**

1. To provide an opportunity to prospective importers in Africa region to interact with Indian counterparts about their requirements.
2. To provide an opportunity to Indian exporters to adjudge the acceptability of their products in the above markets, so that they are in a position to plan their strategy accordingly.

Depending on your choices, meetings will be fixed with foreign 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. 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. 7,500/- 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.

## **Product Sector**

- Automobile & Components
- Bicycle & Parts
- Castings and forgings
- Chassis fitted with engines for motor vehicles
- Commercial vehicles
- Construction Machinery
- Cranes, Lifts & Winches
- Cutting Tools
- Electric Home Appliances & Parts
- Electrical Power Equipments
- Electrical transformers, static converters & inductors

- Fasteners
- Ferro Alloys
- Food Processing Machinery
- Heating & Cooling Equipments
- Industrial Machinery
- Insulated wire, optical fibre cables
- Iron & Steel incl Bright Bars
- Machine Tools
- Machines for working rubber and plastics
- Medical/surgical instruments & appliances
- Motorcycles & bicycles
- Parts and accessories of motorcycles and bicycles
- Primary Aluminium & Aluminium Products
- Pumps & Compressors
- Textile & Jute Mill Machinery
- Tractors & Agricultural Equipments
- Utensils & Kitchenwares

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

**The last date for enlistment of participation is 25th January, 2008.**

**INDO-AFRICA REVERSE BUYER SELLER MEET - 2008**  
(Organised by : Engineering Export Promotion Council)

Please tick choice of Venue below :

**Pune**

**5th March, 2008**  
(Wednesday)

**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 :

Website :

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

SSI

Non-SSI

Merchant

Export House

Area of specific interest  
for this BSM

**Signature with Office Seal**

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

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