



20-22 February, 2023
Bombay Exhibition Centre
(NESCO), Mumbai



ANNEXURE 2 - DETAILS FOR REVERSE BUYER SELLER MEET (RBSM)

1. A Reverse Buyer Seller Meet (RBSM) is planned during India Steel Expo 2023 where more than 300 Foreign Buyers from Africa, CIS, Middle East, developing Asia including SAARC and other important developing regions will be invited and hosted by FICCI. The main objective of organising RBSM during the event is to have scheduled B-2-B and B-2-G meetings of these hosted foreign buyers from across the globe with the Exhibitors and enhance multilateral trade in the steel sector. The RBSM will help to:

- Inform the foreign buyers about the steel products manufactured in India.
- Provide an insight of quality and cost advantages of Indian steel products.
- Establish business linkages for procurement of steel manufactured in India.
- Attract technology tie-ups, collaborations and joint ventures with Indian steel manufacturers. Encourage foreign investment to new areas of the Indian steel sector.
- Bring best practices in the sector from around the world.
- Increase the trade in steel sector with India.

2. Selected International Steel Industry representatives and Buyers will be invited as Hosted Foreign Buyers for the event under the following categories: Steel Traders; Importers; Manufacturing Plant Heads; Technical Heads; Project Consulting Organisations; Procurement Heads/ Purchase Managers; Government Steel Procurement Departments; Public Sector Undertakings (PSUs); Automobile Manufacturers; Infrastructure, Oil & Gas Pipeline & Real Estate Material Suppliers; EPC Contractors; Railway, Shipping, Defence Material Management Heads; Rolling Mill Importers; Investors; Trade Journalists; Other Allied Organizations/ Institutions interested in procurement of Indian Steel raw material, finished products, technology or know-how.

3. Interested buyers' are requested to provide complete details as per the below table in Excel/ Word format:

Sl.	Title	Name	Surname	Designation	Organisation	Phone#	Mobile#	Email	Website	Category

4. As a part of hospitality, the organisers shall provide economy class air tickets (upto maximum USD 700), 5-star hotel accommodation with breakfast near to the event venue for 3 nights (check-in on 19th February 2023 and check-out on 22nd February 2023), local transport, meals during networking lunches/ dinners and other suitable arrangements to the Hosted Foreign Buyers for their visit to INDIA STEEL EXPO 2023.



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5. The organisers will host 10-12 buyers per country selected by the screening committee strictly on merit, appropriateness of profile and on FIRST COME FIRST SERVED BASIS. A token amount of USD 100/- against refundable registration fee shall be deposited by all the buyers upon their arrival, at the organisers' help desk at hotel.

6. The Screening Committee constituted under Hosted Foreign Buyer Program will review specific buyer details and decide on the quantum of facilities and hospitalities to be granted to the buyer. Buyer Registration Forms received after due date shall not be considered for any benefits. The Buyers not selected under this Hosted Foreign Buyer Program by the screening committee are welcome to visit India Steel Expo 2023 on their own expenses. Interested buyers are requested to send their details as per format mentioned in para 3 above **at an early date**.

7. The **tentative deadlines** for Hosted Foreign Buyer Program are as below:

SL	Particulars	Deadline
1.	Last date for receipt of recommended buyer complete details from Indian missions abroad, Foreign missions in India and Industry leaders.	31-JULY-2022
2.	Preliminary shortlisting and compilation of list of Invitees by FICCI.	7-AUG-2022.
3.	FICCI request email to shortlisted buyers to register on event website within 7 days with complete profile, photograph and copy of valid passport. Concerned mission will be copied in this mail to enable immediate follow-up.	8-AUG 2022 TO 15-AUG-2022.
4.	After both 'Registration Received Successfully' and 'Registration as Hosted Buyer is Approved' emails are sent to selected buyers on registered email, Visa Invitation Letter along with Tentative Hotel and Flight details will be sent by FICCI with a copy to Indian High Commission. Selected Buyers to immediately apply for VISA at Indian Embassy/ High Commission. VISA fee to be borne by the buyers.	BY 31-AUG-2022.
5.	Receipt of VISA by FICCI	1-DEC-2022 TO 15-DEC-2022.
6.	Booking of Air Tickets by FICCI.	BY 15-DEC-2022.
7.	Last date of Receipt of scanned copy of VISA by FICCI. Kindly note that Scanned copy of Tickets and Accommodation details shall be mailed to the buyer ONLY	31-DEC-2022.



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	UPON RECEIPT OF A COPY OF VALID VISA. Kindly note that booked tickets shall be cancelled and the registration fee forfeited, in case of non-receipt of visa copy on time.	
8.	Hotel allocation and other logistical requirements related to foreign buyers	15-JAN-2023.
9.	Intimation from FICCI about Airport pick-up facilities to welcome buyers	25-JAN-2023.
10.	Payment of a token amount of USD 100/- against refundable registration fee, submission of Bank Account details for Direct Electronic transfer and collection of B2B Kits from FICCI Helpdesk during check-in at the hotel.	ON 19-FEB-2023.
11.	Refund of registration fee amount of USD 100/- during check-out.	ON 22-FEB-2023.

8. The Buyers not selected under this Hosted Foreign Buyer Program by the Screening Committee are welcome to visit India Steel Expo 2023 on their own expenses. Organizers will provide Visa Invitation Letter to the interested buyers and waive their Conference Delegate Fee of USD 100/.
