

Dear Sir/Madam,

**Sub: Invitation to Participate as a Hosted Buyer in Reverse Buyer-Seller Meet at ELECARAMA-2023**

Indian Electrical & Electronics Manufacturers' Association (IEEMA) is the apex industry association of manufacturers of electrical, industrial electronics and allied equipment in India, IEEMA has around 900 member organizations encompassing the complete value chain in power generation, transmission and distribution equipment. The industry represents a combined annual turnover in excess of US\$ 50 billion and have contributed to more than 90% of the power equipment installed in India and exports US\$ 9 billion to the world. You may know more about IEEMA at [www.ieema.org](http://www.ieema.org)

**IEEMA is organizing 6<sup>th</sup> Reverse Buyer-Seller Meet, concurrently with ELECARAMA-2023 exhibition, from 18th to 22nd February 2023 at India Expo Mart Ltd. Greater NOIDA, Delhi NCR, India.** ELECARAMA is the premier showcase and world's largest confluence of electrical / power transmission and distribution community. Held since 1990, the last edition ELECARAMA-2020 hosted **874 exhibitors from India and 224 from 24 countries, and attracted 300,000-foot falls.** You may know more about ELECARAMA at [www.elecrama.com](http://www.elecrama.com)

**Registration for Hosted Foreign Buyers at ChangeXchange - The 6<sup>th</sup> Reverse Buyer-Seller Meet:**

We are pleased to inform you that a limited number of foreign buyers keen to source electrical equipment and components from India are being invited to attend the **Reverse Buyer-Seller Meet (RBSM)** as hosted foreign buyers by IEEMA, with the support of Department of Commerce, Ministry of Commerce & Industry, Government of India.

**Who can Register as buyer:**

- Procurement Officials from Power Utilities
- Ministry of Power | Energy Officials
- Energy Regulators
- EPC Contractors
- Electrical Consultants
- Electrical Equipment Buyers
- OEMS
- Corporate Houses
- Importers / Stockists

**All approved hosted foreign buyers at ChangeXchange - The 6<sup>th</sup> Reverse Buyer-Seller Meet will be eligible for:**

- Mandatory **one-to-one meetings** with Indian sellers at ELECARAMA-2023.
- **Complimentary to and from economy class air-ticket** from the nearest international airport in their country to New Delhi, India.
- **Complimentary Four days and Three nights hotel stay** at Greater NOIDA, Delhi NCR, for attending the event – includes all meals, that is, breakfast & dinner (at hotel) Lunch (at RBSM venue).
- **Complimentary Coach Transfers** from Hotel-Venue-Hotel to attend the event.

- **Visa Recommendation Letters** to obtain Indian visa in their home country.

**All approved hosted foreign buyers shall bear the following expenses themselves:**

- Visa Application Fee for Indian Visa.
- Travel insurance to India.
- Covid Vaccination and Test.
- Any other expenses not included in above.

In case you are interested in attending ChangeXchange - The 6<sup>th</sup> Reverse Buyer-Seller Meet at ELECARAMA-2023 as a hosted foreign buyer, you can submit your application online at website [www.ieema-rbsm.in](http://www.ieema-rbsm.in) or fill-in the attached form and email a scanned copy of the same to [response@ieema-rbsm.in](mailto:response@ieema-rbsm.in) by **30<sup>th</sup> September 2022**. We look forward to receiving your application.

For any clarifications, please contact us at the earliest.

Best Regards,  
Indian Electrical and Electronics Manufacturers Association  
(IEEMA)