

F. No. AC/202/135/2018

Subject: India Steel Expo – 2019 – format and guidelines.

- I. A **Reverse Buyer Seller Meet (RBSM)** is planned during India Steel Expo 2019 where more than 300 Foreign Buyers from Africa, CIS, Middle East, Developing Asia including SAARC and other important regions will be invited and hosted by us. 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 delegates from across the globe with the Exhibitors and enhance multilateral trade in the steel sector. The RBSM will help to:
 - Inform the foreign delegates 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.

- II. Upto 20-25 International Steel Industry representatives and Buyers under the following categories can be recommended to FICCI for selection and further to invite them as Hosted Foreign delegates for the event:
 - 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.

III. Complete details of recommended delegates as per the below format should reach FICCI **latest by 15th October 2018:**

| Sl. | Title | Name | Surname | Designation | Organisation | Office Phone# | Mobile# | Email | Website | Category |
|-----|-------|------|---------|-------------|--------------|---------------|---------|-------|---------|----------|
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Please note that all the recommended delegates are required to register online on the event website link: http://indiasteelexpo.in/hosted_buyer_registration.php OR send us back the duly filled IndiaSteelExpo2019 Registration Form (MS Word file) along with photo, passport and employee photo ID and Visiting/ Business/Name Card by 22nd October 2018. The final selection/ shortlisting will be done by the Screening Committee constituted in the FICCI.

- IV. As a part of our hospitality, organisers shall provide both side economy class air tickets from the shortest route (with airfare upto USD 700), 5-star hotel accommodation for 3 nights in India (near to the event venue) and other suitable arrangements to the Hosted Foreign Delegates selected for their visit to INDIA STEEL EXPO 2018.
- V. Please note that the air-tickets with fare exceeding USD 700 shall be purchased by the delegate upon prior confirmation of travel itinerary (reaching Mumbai on 21st January 2019 and departing Mumbai on 24th January 2019 late evening). After successful visit by the delegate, organisers will reimburse USD 700 directly to their bank account through electronic transfer within 45-60 working days after the event. Organisers will host not more than 1 person from an organisation and other delegates from the same organisation interested to participate are also welcome and they will bear their cost of tickets and accommodation.
- VI. The organisers will host 10-12 delegates 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.

VII. The Screening Committee constituted under Hosted Foreign Buyer Program will review specific buyer details and decide on the quantum of facilities and hospitality 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 2019 on their own expenses.

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

| SL | Particulars | Deadline |
|----|--|---------------------|
| | Last date for receipt of recommended delegate complete details from Indian missions abroad, Foreign missions in India and Industry leaders. | 15-OCT-2018. |
| | Last date for online registration by the delegate on event website link http://indiastelexpo.in/hosted_buyer_registration.php OR E-mail registration by delegates by sending back Registration Word File duly typed along with complete profile, photograph and copy of passport (valid upto 31st July 2019), Employee photo ID and Visiting/Business/Name Card. Concerned mission will be copied by delegate in this mail. 'Registration Received Successfully' emails are sent to delegates. | 22-OCT-2018. |
| | Screening of Delegates. 'Registration as Hosted Delegate is Approved' emails are sent to selected delegates on registered email with Visa Invitation Letter . Selected Delegates to immediately apply for VISA at Indian Embassy/ High Commission. VISA fee to be borne by the delegates. | 30-OCT-2018. |
| | Tentative Hotel and Flight details will be sent by FICCI. Receipt of VISA by FICCI. | 15-NOV-2018. |
| | Booking of Air Tickets by FICCI. | 30-NOV-2018. |
| | 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 delegate ONLY 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. | 30-NOV-2018. |
| | Hotel allocation and other logistical requirements related to foreign buyers | 15-DEC-2018. |
| | Intimation from FICCI about Airport pick-up facilities to welcome delegates | 25-DEC-2018. |
| | 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. | 21-JAN-2019. |
| | Refund of registration fee amount of USD 100/- during check-out. | 23-JAN-2019. |

IX. The Buyers not selected under this Hosted Foreign Buyer Program by the Screening Committee are welcome to visit India Steel Expo 2019 on their own expenses. Organisers will provide Visa Invitation Letter to the interested buyers and waive their Conference Delegate Fee of USD 110/.

