



Dear Buyer,

Thank you for showing interest in ChangeXchange - The Reverse Buyer -Seller Meet at ELECRAMA-2018. This will be an excellent forum for meeting a variety of Indian sellers of electrical products and equipment.

ChangeXchange is being organised by Indian Electrical & Electronics Manufacturers' Association (IEEMA); the apex industry association of manufacturers of electrical, industrial electronics and allied equipment in India. IEEMA has around 800 member organisations encompassing the complete value chain in power generation, transmission and distribution equipment. IEEMA members represent a combined annual turnover in excess of US\$ 25 billion and have contributed to more than 90% of the power equipment installed in India. You may know more about IEEMA at www.ieema.org.

ChangeXchange will be organised concurrently with ELECRAMA-2018 (10th to 14th March 2018 at Greater NOIDA, Delhi NCR, India), the premier showcase of Indian electrical equipment sector and world's largest confluence of the power transmission and distribution community. Held since 1990, the twelfth edition ELECRAMA-2016 hosted 835 exhibitors from India and 173 from 23 countries, and attracted 120,000-foot falls. You may know more about ELECRAMA at www.elecrama.com

Applications for Hosted Foreign Buyers at ChangeXchange -The Reverse Buyer-Seller Meet at ELECRAMA-2018

We are pleased to inform you that a limited number of foreign buyers keen to source electrical products and equipment from India are being invited to attend the event as hosted foreign buyers by IEEMA, with the support of Department of Commerce, Ministry of Commerce & Industry, Government of India.

The hosted foreign buyers of electrical equipment who want to source from India should be:

- Procurement Officials from Power Utilities
- Ministry of Power | Energy Officials
- Energy Regulators
- EPC Contractors
- Consultants
- Electrical Equipment Buyers

All approved hosted foreign buyers at ChangeXchange - The Reverse Buyer-Seller Meet at ELECRAMA-2018 will be eligible for:

- Pre-planned **one-to-one meetings** with Indian sellers at the event.
- **Complimentary to and fro 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, including breakfast.
- **Complimentary Coach Transfers** from Hotel Venue Hotel to attend the event.
- **Complimentary Lunch** at 4th Reverse Buyer-Seller Meet Venue.
- **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.
- Lunch / Dinner / any other expenses at the hotel.
- Travel insurance to India.
- Any other expenses not included in above.

In case you are interested in attending ChangeXchange - The Reverse Buyer-Seller Meet at ELECRAMA-2018 as a hosted foreign buyer, you can submit your application online at www.ieema-rbsm.in or download and email a scanned copy of the same to response@ieema-rbsm.in latest by **15th December 2017**. We look forward to receiving your application.

For any clarifications, please contact us at the earliest.

Best Regards,

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