

Dear Buyer,

Thank you for showing interest in ChangeXchange 2020 - The Reverse Buyer-Seller Meet at ELEC RAMA-2020. This will be an excellent forum for meeting a variety of Indian sellers of electrical products and equipment.

ChangeXchange is being organized 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 organizations encompassing the complete value chain in power generation, transmission and distribution equipment. IEEMA members represent a combined annual turnover in excess of US\$ 42 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 organized concurrently with ELEC RAMA-2020 (18th to 22nd January 2020 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 thirteenth edition ELEC RAMA-2018 hosted **893 exhibitors from India and 250 from 26 countries, and attracted 298,000-foot falls**. You may know more about ELEC RAMA at www.elecrama.com

Applications for Hosted Foreign Buyers at ChangeXchange -The Reverse Buyer-Seller Meet at ELEC RAMA-2020

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 I Energy Officials
- Energy Regulators
- EPC Contractors
- Consultants
- Electrical Equipment Buyers
- OEMS
- Corporate Houses
- Importers/Stockists

All approved hosted foreign buyers at ChangeXchange - The Reverse Buyer-Seller Meet at ELEC RAMA-2020 will be eligible for:

- Mandatory **one-to-one meetings** with Indian sellers at the event.
- **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, including breakfast & dinner.
- **Complimentary Coach Transfers** from Hotel Venue Hotel to attend the event.
- **Complimentary Lunch** at 5th 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..
- 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 ELEC RAMA-2020 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 31st October 2019. We look forward to receiving your application.

For any clarifications, please contact us at the earliest. Best Regards,
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