

Date: 11th December 2025

Dear Sir/Madam,

SUBJECT: SEPC Business Delegation (BUYER SELLER-MEET) to Australia (Melbourne) and New Zealand (Auckland)

Greetings from the Services Export Promotion Council (SEPC)!

We are pleased to inform you that Services Export Promotion Council (SEPC) is organizing a Business Delegation of Indian Services Industry to the Australasia Region covering Auckland and Melbourne, scheduled to be held from 15th to 21st March 2026. The buyer-seller meet is being organised with the support of Indian missions in the respective countries and MAI* scheme of the Indian Government. Proposed business delegation aims to create new business opportunities, build long-term partnerships and expand India's services exports in a rapidly growing Oceania region.

SEPC is working towards expanding market access and strengthening institutional ties with the focus countries. Overall, the delegation will enhance India's visibility, generate business leads, and open doors for collaboration across priority service sectors in the region.

Key focus Services Sectors:

Melbourne (Australia)

- Agriculture/Agri Tech and allied services
- Educational/EdTech Services/Skilling Institutes
- Entertainment (including AVGC/Animation)
- IT/ITES/Emerging Technologies

Auckland (New Zealand)

- Agriculture/Agri Tech and allied services
- Educational/EdTech Services/Skilling Institutes
- Entertainment (including AVGC/Animation)

These sectors reflect India's strengths in services exports and align with Australasia region.

Participation fee:

- (i) Rs. 50,000/ per country for SEPC members
- (ii) Rs. 60,000/ per country for non-members

For participation, please register at: <https://forms.gle/ocKejdVGzDm4J5nZ9>

Dates & Itinerary:

S. NO.	DESCRIPTION	DATES	SCHEDULE
1	Buyer Seller Meet in Auckland, New Zealand	Sunday, 15 March 2026	Delegation Arrival in Auckland from India
		Monday, 16 March 2026	Buyer-Seller Meets
		Tuesday, 17 March 2026	Follow Up Meetings
		Wednesday, 18 March 2026	Delegation Arrival in Melbourne Australia
2	Buyer Seller Meet in Melbourne, Australia	Thursday, 19 March 2026	Buyer – Seller Meets
		Friday 20 March 2026	Follow up Meetings
		Saturday 21 March 2026	Departure to India

Who Should Join: Indian services providers seeking to expand their footprint in Australia and New Zealand. We invite all service providers to actively participate in this delegation and leverage this platform to establish meaningful business linkages in the focused markets, and explore direct export opportunities.

For any clarifications, please feel free to contact the SEPC Secretariat at: Mr. Rathakrishnan, +91 9891416103, Email: k.rathakrishnan@servicsepc.org

With Regards,



Dr. Abhay Sinha

Director General

Guidelines for participation:

- (i) Assistance to the participants: Subject to the release of finances by Ministry of Commerce, Govt. of India, and other rules of MAI scheme* (latest guidelines**) members whose export turnover for the previous year is less than Rs.50 crores and has one year membership with the Council, will be eligible for financial assistance to the extent of Rs. 75,000/- towards travel expenses (economy class air fare), subject to terms and conditions of MAI scheme and approval from Ministry of Commerce, GOI, based on documentation and discretion, as per MAI scheme. To avail the benefit of MAI Scheme, it is mandatory to attend the (Buyer Seller Meet) in both Australia and New Zealand Countries.
- (ii) SEPC have all the rights to revise the participation fee, if required due to any specific reason(s)/requirements, as per its discretion.
- (iii) The participation charges mentioned above does not include air-fare, hotel expenditure, or any other kind of personal expenses (logistics etc.)
- (iv) No refund will be allowed in case of any cancellation from participating company, if payment is processed to third party/vendors/venue, by the council
- (v) The participation fee submitted will not be refundable by SEPC during or after the event, Refund will be initiated if the council withdraws / cancels the event because of any reason or natural Disaster.
- (vi) Venue for BSM would be communicated shortly.
- (vii) SEPC will help in providing the visa recommendation letter.
- (viii) SEPC will only suggest a travel agent that can support in air travel booking, subsidised hotel packages and local travelling. SEPC will not be responsible for any negotiation with these third-party packages.

Registration form for participation in SEPC Business Delegation (Buyer-Seller Meet) is through this link: <https://forms.gle/ocKejdVGzDm4J5nZ9>

SEPC bank details for submission of participation fee through NEFT/RTGS:

Payment terms - 100% in Advance

Beneficiary Name - Services Export Promotion Council (SEPC)

Bank name - IDBI Bank Ltd.

Account Number - 167104000118514

RTGS/IFSC Code - IBKL0000167

MICR Code - 110259019

Branch Address - CGH Building, D-823, Main Road New Friends Colony,

New Delhi – 110065

****Reimbursement of air-fare to exporting companies with an f.o.b. value of exports below Rs.50 crore in the preceding financial year.**

Note:

- a. Members to have completed 12 months of Membership
- b. Permissible only to the regular Director/ Partner/Proprietor or a regular officer of the company on senior managerial position.
- c. Claim forms duly filled in and complete in all respects must be submitted to the EPC concerned within 45 days of return to India.

Ceiling:

Maximum of Rs.75,000/- (Rs.1,25,000/- for Africa and American continents)