

31st October, 2023

Sub: Indian Business Delegation for Buyer Seller Meet / Roadshow in CIS Region covering, Russia, Tajikistan & Uzbekistan from 10th December to 22nd December 2023

Dear Members,

Greetings from SEPC!!

I am directed to inform you that SEPC with the support of Department of Commerce, Ministry of Commerce & Industry, Government of India and recommendation by EP Services Division, India is organising Buyer Seller Meet (BSM) from 10th Dec. – 20th Dec. 2023 covering following services sector which have demand in CIS region:

- Hotel & Tourism Services
- Educational Services
- Healthcare Services (Medical Value Travel)
- Architectural, Construction & Related Engineering Services
- Maritime Transport & Logistic Services

CIS region is promising and an emerging market to be tapped from services sector point of view. India has been investing heavily in the CIS region, from economies in Central Asia to the Russian Far East region. The value of Indian exports to the Commonwealth of Independent States amounted to over 4.7 billion U.S dollars in fiscal year 2022. India's services exports shot up by a record 26.6 per cent in 2022-23 (FY23) to \$322 billion, according to data released by the Reserve Bank of India.

In the above backdrop, delegation visits to CIS countries and B2B meetings along with road show will go a long way in further enhancing business opportunities for exporters in both the regions and also lead to close cooperation in areas of mutual interest especially in services. For Indian tourists, CIS is a popular destination and India has also been promoting its tourism from CIS countries rigorously which is a strong area of collaboration between the two regions apart from increasing exports in healthcare and education services etc.

The benefits you may reap while participating in it were as follows:

- Provide an opportunity to understand the market potential from experts in the Service Industry from CIS region.
- Provide Networking Opportunities for Indian business men with potential clients in CIS region.
- Visit some of the Service oriented institutions and understand their system of operations.
- Generate business leads and sign MoUs for collaborations.

The tentative programme for this BSM is attached as Annexure A for your kind perusal.

All this will have cost incurring up to Rs. 35000 (per country per delegate for Non-Member) and Rs. 30,000 (per country per delegate for Active Member) with an early bird discount offer of INR 5,000 (Applicable for both Members and Prospective) which is valid till 10.11.2023 only, which includes:

- B2B meetings in Saint Petersburg with a ratio of 1:10
- B2B meetings in Moscow with a ratio of 1:10
- B2B meetings in Dushanbe with a ratio of 1:10
- B2B meetings in Tashkent with a ratio of 1:10

An estimate of the other expenditure heads which has to be managed by yourself:

- Flight tickets: For 3 countries, between 80 thousand to One lakh if booked in the next few weeks.
- Hotel stay: between USD 100-150 (INR 6,500-10,000) per night depending on hotel
- The total should therefore come to an average of around INR 2.45 lakhs.

MAI Support to Participants: SEPC registered Members whose export turnover during the previous financial year is less than/up to Rs.50 crores and who have completed one year of membership with SEPC will be eligible for assistance under new MAI scheme up to a maximum of Rs. 75,000/- towards economy class air fare, subject to terms and conditions of new MAI scheme and approval by Ministry.

In case you are interested in attending this event as an invited Indian Business Delegate, you are requested to complete the online application form at <https://forms.gle/FcNjAW4QvFhzFZqY9> latest by 15th November, 2023 (which is mandatory).

For further any clarifications please contact to following persons:

S.No.	Name & Designation	E-mail id	Mobile Numbers
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We look forward to receiving your active participation and meeting you soon in the event.

With best regards



Dr. Abhay Sinha
Director General