

HOSTED BUYER PROGRAM

“Where Global Buyers Meet Indian Manufacturers”

3rd- 4th October 2025, New Delhi

6th-7th October 2025, Pune, Maharashtra

About the Hosted Buyer Program

The Hosted Buyer Program of India SME Forum aims to connect international buyers with potential Indian sellers, providing an unparalleled opportunity to source high-quality products and services from India's leading MSMEs and exporters.

Through carefully curated buyer-seller matchmaking and sector-focused meetings, the buyers have direct access to reliable Indian suppliers, forging strong and long-term trade partnerships.

Schedule

- **3rd-4th October 2025, New Delhi** – Pre-scheduled B2B meetings with verified Indian MSMEs across focus sectors.
- **5th October 2025** – Travel from New Delhi to Pune
- **6th-7th October 2025, Pune** – Buyer pitch sessions followed by pre-scheduled B2B meetings with export-ready Indian suppliers.

Objectives of the Program

- Facilitate engagement through one-on-one meetings and targeted matchmaking
- Opportunity to source high-quality, original Indian products from potential sellers/suppliers.
- Gain insights into market expectations and foster long-term partnerships with authenticated and verified buyers and sellers
- Enable meaningful collaborations and networking opportunities
- Drive Indian exports by facilitating sustainable trade linkages and expanding MSME access to global buyers.

About the Buyer Seller Meet

The Buyer-Seller Meet is a strategic initiative under the Hosted Buyer Program focused on connecting Indian MSMEs with pre-selected international buyers, creating immediate and tangible business opportunities.

In a Buyer Seller Meet, the buyers are specially invited and hosted in India to engage with carefully verified Indian MSMEs. This buyer-centric model enhances the quality of interactions, increases conversion rates, and facilitates the development of long-term, strategic business partnerships.

Focus Sectors

- Automobiles & Auto Components
- Engineering Goods
- Electronics & Electrical Components
- Agro, Marine & Food Products
- Drugs & Pharmaceuticals
- Textiles & Apparels
- Organic & Inorganic Chemicals

What We Offer to International Buyers

- Accommodation with breakfast, inter-city travel in India, official lunches and dinners, and local transport arrangements, all hosted by India SME Forum.
- Access to over 300+ verified Indian suppliers across priority export sectors.
- Official visa invitation letter to support your travel.
- Pitch session (15–20 minutes) to present your business and sourcing requirements to potential Indian suppliers and partners.
- Dedicated helpdesk and point-of-contact team for seamless assistance throughout the event.
- Pre-scheduled B2B meetings with export-ready Indian SMEs based on your sourcing interests.
- Buyers who sign a Letter of Intent (LOI) or Deal Memo with any Indian seller during the program will be eligible for full or partial reimbursement of international airfare (as per the organizing committee's terms).

Eligibility Criteria for International Buyers

- Must be a non-Indian company actively engaged in import, sourcing, retail, wholesale, or distribution.
- Genuine intent for bulk purchase and sourcing products/ services from India across featured sectors at the RBSM.
- Participant must be a key decision-makers such as CEO, MD, Procurement Head, Sourcing Manager, or other senior representatives.
- Submission of required documents including company profile/website, import license, and recent shipment documents.
- Mandatory participation in all pre-scheduled B2B meetings (minimum 5 meetings)

- Active pitching of your brand/services to potential Indian suppliers.
- Willingness to explore deal memos and sign trade leads during or post-event.

Benefits for Buyers

The Hosted Buyer Programs offer a unique opportunity for international buyers to connect directly with top-tier suppliers and manufacturers—all in one place.

- Meet verified and export-ready Indian suppliers aligned with your sourcing demands
- Explore a wide range of high-quality, innovative Indian products across key sectors
- Engage in pre-arranged B2B meetings tailored to your interests, allowing productive business discussions
- Early access to supplier profiles and meeting details before arrival on the B2B portal
- Build new sourcing relationships and explore long-term partnerships
- Networking sessions to expand industry connections and discover new trade opportunities

How to Participate

Interested BUYERS may register for the program through the following link: <https://indiasmeforum.org/itd/register-as-buyer>

For more information about the program, please visit:
<https://www.indiasmeforum.org/itd/upcoming-events>

*Please note that participation is **subject to selection** and is not solely based on registration.*

Contact Us

For more information Call & WhatsApp +91 83568 48294/ +91 86556 74289 or email to itd@indiasmeforum.org

About India SME Forum: India SME Forum, is India's leading organization for MSMEs, with over 98,200 MSMEs as direct paid members (including 9400+ Women Entrepreneurs) and 12,36,000 MSMEs as subscribers across 19 State Chapters. India SME Forum is a nominated member of the Advisory Committee mandated in the section 7, sub section (2) of the MSMED Act, 2006, (27 of 2006) (https://www.dcmsme.gov.in/Advisory_Committee.aspx) and its professional association affiliation includes the Ministries of MSME, Finance, Corporate Affairs, Commerce & Industry of the Govt of India, FIDD of the RBI, UNIDO, UNCTAD, ITC Geneva, WUSME, INSME & WTO's informal group for SMEs. <https://www.indiasmeforum.org/>