



# YOUR GATEWAY TO INDIA

## and the lucrative business opportunities therein

**CHANGEXCHANGE 2016** - The IEEMA Reverse Buyer Seller Meet at ELECRAMA offers an unparalleled vendor access opportunity for buyers to reach out to Indian manufacturers of high quality but immensely competitive electrical equipment and components.

The previous edition of **CHANGEXCHANGE** in 2014 attracted over **400+** buyers from **42 countries** who transacted business worth **US\$150 million** over **6000** meetings in a period of 3 days. This initiative is supported by the Ministry of Commerce & Industry, Department of Commerce, Government of India.

**CHANGEXCHANGE 2016** - 3rd IEEMA Reverse Buyer-Seller Meet is being organised together with ELECRAMA-2016, the premier showcase of Indian Electrical Sector and World's largest confluence of the power transmission and distribution

community. Held biennially since 1990 in India, the tenth edition, ELECRAMA-2014, hosted **970 exhibitors** from India and across the world, also attracted **1,00,000+** footfalls into the exhibition.

The event is being organised by IEEMA which represents the entire Indian electrical and industrial electronics industry. Indian Electrical & Electronics Manufacturers' Association (IEEMA) is 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.

### WHO SHOULD REGISTER FOR CHANGEXCHANGE 2016?

Foreign Buyers who want to source from India and including:

- Procurement Officials from Power Utilities (Transmission & Distribution)
- Ministry of Power / Energy Officials
- Energy Regulators
- EPC Contractors
- Consultants
- Electrical Equipment Buyers

### SPECIAL HOSTED BUYER PACKAGE

The event has special hosted buyer packages for buyers from countries of Africa, ASEAN, CIS and SAARC, along with Iran.

All approved hosted foreign buyers at ChangeXchange 2016 – 3rd Reverse Buyer-Seller Meet @ ELECRAMA-2016 will be eligible for:

- **Five Pre-Planned one-to-one meetings** with Indian Sellers at the event.
- **Complimentary economy class air-ticket** from the nearest international airport in their country to Bangalore.
- **Three days and two nights hotel stay** at Bangalore for attending the event.
- **Return Transfers** from Hotel Venue Hotel to attend the event.
- **Visa Recommendation Letters** to obtain Indian visa in their home country.

### PRODUCT CATEGORIES

1. Cables : Accessories
2. Cables : Communication
3. Cables : Control
4. Cables : Housewiring
5. Cables : Instrumentation
6. Cables : Power – HT & LT
7. Cables : Speciality
8. Capacitors : Electrolytic
9. Capacitors : Power
10. Conductors & Accessories
11. Control & Relay and Instrumentation Panels
12. Design & Consultancy
13. Energy Meters
14. Engineering Projects
15. Generators / Alternators - AC & DC
16. Industrial Control & Automation Systems
17. Instrument Transformers – Current
18. Instrument Transformers – CVT
19. Instrument Transformers – Voltage
20. Instruments – Sensing, Measuring, Indicating , Testing etc
21. Insulating Materials
22. Insulators – Composite
23. Insulators – Polymeric
24. Insulators – Porcelain
25. Lighting & Lighting Accessories
26. Motors AC
27. Motors DC
28. Motors Flame Proof
29. Power Electronics, UPS, Variable Speed AC/DC Drives
30. Refurbishment
31. Stamping & Laminations
32. Surge Arrestors
33. Switchgear & Controlgear – EHV and HV
34. Switchgear & Controlgear – LV
35. Switchgear & Controlgear – MV
36. Transformers : Distribution
37. Transformers : Power
39. Transmission Line – Accessories & Hardware
40. Transmission Line – Towers
41. Winding Wires

### VENUE

Bangalore International Exhibition Centre (BIEC) is India's first "LEED –Certified" Green Exhibition & Conference Facility. BIEC is spread across 34 acres of Peenya Industrial township of Bangalore. BIEC is a multi-facility for industry exhibitions, conferences, product demonstrations and training programmes.

### LOCATION

Bangalore International Exhibition Centre  
10th Mile, Tumkur Road, Madavara Post  
Dasanapura Hobli,  
Bangaluru, 562123  
Karnataka , India

### ORGANISER CONTACT

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