



Organized by India SME Forum

With the support of Government of Andhra Pradesh

REVERSE BUYER-SELLER MEET

a series of "Hosted Buyer Programs" in Andhra Pradesh, India (2026-2027)

Reverse Buyer-Seller Meets (RBSMs) in Tirupati Scheduled from 19–21 November 2026 and in Visakhapatnam, Scheduled from 28–30 January 2027, India

India SME Forum, under the Raising and Accelerating MSME Performance (RAMP) Program of the Ministry of Micro, Small and Medium Enterprises, Government of India, in association with the Andhra Pradesh MSME Development Corporation, Government of Andhra Pradesh, is organizing a series of **Reverse Buyer-Seller Meets (RBSMs) in Tirupati Scheduled from 19–21 November 2026 and in Visakhapatnam, Scheduled from 28–30 January 2027, Andhra Pradesh, India.**

2. The Reverse Buyer-Seller Meet (RBSM) is a Hosted Buyer Programme aimed at facilitating structured B2B engagements between curated Indian MSMEs and credible international buyers, with the objective of promoting long-term sourcing partnerships and strengthening global trade linkages.

3. The programme offers international buyers an opportunity to participate in curated buyer-seller matchmaking, pre-scheduled B2B meetings with verified Indian MSMEs, buyer pitching sessions, networking opportunities, and interactions with industry experts and policymakers. Selected international buyers will receive hospitality support during the programme, including accommodation, local transportation, and standard meals for the duration of the event. For more information, visit: <https://www.indiasmeforum.org/itd/upcoming-events>

4. Offerings for Selected Buyers

- Hotel Accommodation with breakfast, official lunches and dinners, and all local transport arrangements for the duration of the meet.
- Access to over 300+ verified Indian suppliers across each priority export sector.
- Pitch session (7-10 minutes) to present business and sourcing requirements to potential Indian suppliers and partners during the event.
- Pre-scheduled B2B meetings with verified export-ready Indian SMEs based on sourcing interests.
- Dedicated helpdesk and point-of-contact executive assigned onsite for seamless assistance in India.

5. Eligibility Criteria for Buyers

- The applicant must be a representative of a non-Indian company registered in any country other than India.
- The applicant must have undertaken total cumulative purchases/imports amounting to at least USD 50,000 (Fifty Thousand United States Dollars) during the last two financial years.
- Only companies with the intention to buy/source/import from Indian MSMEs must apply to attend.

6. **Registration:** Interested buyers may register for the programme through the following link:
<https://www.indiasmeforum.org/itd/register-as-buyer>
7. For participation/registration, please write to **Mr. Aayush Sharma and Ms. Alisha Khan** (email: itd@indiasmeforum.org / itd@indiasmeforum.com)
8. In case any additional information and assistance regarding travel and visa are required, please feel free to contact Amit Kumar (Marketing Executive), email com2.berne@mea.gov.in. For the latest updates on trade and events in India, please visit the Embassy of India, Berne website (<https://www.indembassybern.gov.in//section/events-trade-fairs/>).



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About Reverse Buyer-Seller Meet

The Reverse Buyer-Seller Meet aims to connect authentic international buyers with potential Indian sellers, providing an unparalleled opportunity to source high-quality products and services from India’s verified MSMEs and exporters.

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

Program Calendar and Focus Sectors

Tirupati (19th- 21st November 2026)

- Automobile Components
- Textile
- Electronic Goods
- Drugs & Pharmaceuticals
- Handicraft & Handlooms

Visakhapatnam (28th- 30th January 2027)

- Agro and Food
- Sea Food
- Engineering Goods
- Coconut Based Products
- Marine Products

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Program Outline

Day 1

- Arrival of Buyers
- Welcome Dinner and cultural program for Buyers and special guests

Day 2

- Inaugural Ceremony & Welcome Address
- Buyers Pitching Sessions
- Pre-Scheduled B2B Meetings
- Panel Discussions with Experts & Policymakers
- Open house discussions

Day 3

- Continued B2B Meetings
- Open Networking Session
- Valedictory Session

How to Participate

- Interested BUYERS may register for the program through the following link:
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- For more information about the program, please visit:
<https://www.indiasmeforum.org/itd/upcoming-events>

Contact Us

Call & WhatsApp: **Mr. Aayush Sharma, +91 86556 74289 / Ms. Alisha Khan +91 8655674286**
Email: itd@indiasmeforum.org / itd@indiasmeforum.com

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/>.