



APPAREL EXPORT PROMOTION COUNCIL, GURUGRAM

No.AEPC/HO/F&E/RBSM-Gurgaon/2023

4th January, 2023

CIRCULAR

Invitation to participate in Reverse Buyer-Seller Meet (RBSM) at Apparel House, Sector -44, Gurugram 10 -11 February, 2023

Dear Member,

We are glad to inform you that **Apparel Export Promotion Council (AEPC)** will be Organising **Reverse Buyer-Seller Meet (RBSM) at Apparel House, Sector -44, Gurugram, Haryana from 10 -11 February, 2023** under MAI Scheme of Government of India

In this regard, Council is inviting Authentic Buyers from Japan during the RBSM.

About Japan:

Apparel imports into Japan have been stable in the last 3 years despite of Covid 19. Japan's total imports from world was 23834.59 USD mn. in 2021. India's total export of RMG to Japan has been increasing in the last five years. India's total share of export to Japan was 1.04% in 2017 which increased to 1.22% in 2021. At a category level, Woven garments hold a much better acceptance in Japan as compared to Knitted garments. India's position at 8 in HS62 and at 13 in HS61 respectively. Tariff advantages against competing countries like China and Turkey where tariff is 9.5 in both countries whereas India's tariff is nil in HS 61. In HS 62 India's tariff is nil whereas China tariff is 9. The Main items of export to Japan are Jerseys, pullovers, cardigans, waistcoats, T-shirts, singlets and other vests of cotton, knitted or crocheted, Men's or boys' trousers, bib and brace overalls, breeches and shorts, Men's or boys' anoraks, windcheaters, wind jackets, Women's or girls' anoraks, windcheaters, blouses, shirts and shirt-blouses Men's or boys' tracksuits, Women's or girls' overcoats, raincoats & Accessories etc.,

We are expecting participation of minimum 60 Japanese buyers for the Reverse BSM at Apparel House, Gurugram. Consequent upon the travel restrictions and regulations in many countries, including India, we are getting good response from many major buyers and buying groups for their visit to the Show. This would be an ideal platform for the Indian exporters and suppliers of Readymade Garments & Accessories products to meet their customers in India, without traveling/stay to abroad.

Council's is Organising RBSM, Gurugram with 75 booths/stall and participation will be confirmed on the basis of receipt of Participation fee along with the duly filled in application form (attached). Booth will be allotted on 'first come first served' basis. Interested Exhibitors may apply immediately.

PARTICIPATION CHARGES

The participants charges are as follows:-

Size (In sqm.)	Rate per sq. mtr. (Rs.) (For built-up Booth)
09	6670/- + Applicable GST*
18	6670/- + Applicable GST*

10% extra for 2 sides open and 20% extra for 3 side open stall for both bare and built-up stalls for all above sizes.

*Present rate of GST is 18%

- 2/3 side open stalls shall be allotted subject to availability.

ADVERTISEMENT CHARGES FOR FAIR GUIDE

Particulars	Tariff	Particulars	Tariff
Back Cover	Rs.30,000/-	Full Page (Colour)	Rs.10,000/-
Back Inside Cover	Rs.20,000/-	Book Mark **	Rs.15,000/-
Front Inside Cover	Rs.20,000/-		

*GST @ 18% would be extra on total amount.

** Printed book mark to be supplied by the Advertiser

- Design & Positive to be sent directly to AEPC
➤ Mechanical Data : Size 24 cms (H) X 17.5 cms (W)

BASIC STALL PACKAGE OF 9 SQM STALL

- The following items will be provided in the 9 sq. mtr. built-up stall:
 - i. One table
 - ii. Two chairs
 - iii. Six spot lights (White CFL – 20 W each)
 - iv. One waste paper basket
 - v. Name fascia
 - vi. One light socket
 - vii. Carpet flooring

The items will be increased proportionately for bigger stalls.

Extra power other than six spot lights and light socket, if any, will be charged extra. Hire charges for extra lights/fixtures/furniture will be payable by the exhibitor to the official stall contractor.

- Only One plug point socket would be provided in the bare space stall.

ALLOTMENT OF STALLS

- Allotment of stalls will only by Draw-of-Lots and will be informed to the participants.
- AEPC reserves the right to reject any Application for space without assigning any reason.
- AEPC also reserves the right to allocate space less than applied for, due to space restraints.
- The applicant is bound by the decision of AEPC in stall allocation and no representation/revision shall be allowed in this regard.
- The booth once allotted shall not be shifted/changed.
- The dimension of the booth shall be accepted by applicants, as finalized by AEPC and no representation shall be entertained in this regard.

- The applicant shall unconditionally accept allotment of booth and no reduction/cancellation shall be given to those booths which have pillar. Any allotment near pillar shall be accepted by applicant, as decided in Draw-of-lots.

PAYMENT POLICY

Sl. No.	Particulars	Last Date
A	100% application charges along with the application	20.01.2023
B	Participants, whose 100% participation fee is received by the last date, would only be considered for allotment of stalls in the Draw-of-lot function	20.01.2023

APPLICATION DEADLINE

All applications would be accepted on **First-come-First serve basis**. However, the last date for receipt of Application is **20.01.2023 with full participation charges**. Booking will be closed once the available stall area is booked.

DRAW-OF-LOT

- The Draw-of-lot for allotment of Stalls will be held on **24th January '2023**.

RULES & REGULATIONS

- Participants will have to abide by the decision of AEPC

STALL CONFIGURATION

The minimum stall size shall be 9 sq. mtr. The bookings of stalls are acceptable in following dimensions only:

9

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CANCELLATION/WITHDRAWALPOLICY

- Rs. 30,000/- charges will be forfeited if the exporter withdraws before the Draw of Lot.
- 100% forfeiture after Draw of Lot.

BANK DETAILS

The participation charges/advertisement charges can be paid through RTGS/NEFT (Bank transfer) in favour of the APPAREL EXPORT PROMOTION COUNCIL (AEPC). The bank details for the AEPC are as under:

BENEFICIARY: APPAREL EXPORT PROMOTION COUNCIL

SAVING A/C NO: 180401000031006

IFS CODE: IOBA0001804

BANK: INDIAN OVERSEAS BANK

ADDRESS: BRANCH – APPAREL HOUSE, SECTOR 44, INSTITUTIONAL AREA, GURUGRAM – 122003

Please share the UTR No. after transfer of the participation charges.

Application Form

The application form (with Annexure I) is enclosed herewith for your ready reference. The application may also be downloaded from AEPC's website www.aepcindia.com

Interested members may also apply using following hyperlink :

[Click Here to Apply Online](#)

For seeking more details, please contact:-

1. Mr. S. Hari Krishnan, Director (EP Department)
Apparel Export Promotion Council, Apparel House, Institutional Area, Sector 44, Gurgaon,
Haryana -122003
Tel: +91 0124-2708108(D), Mobile No. +91 9560472244 / E-mail: shari@aepcindia.com
2. Mr. J.S. Rana, Joint Director (EP Department)
Apparel Export Promotion Council, Apparel House, Institutional Area, Sector 44, Gurgaon,
Haryana -122003
Tel : +91 124 2708191, Mobile : +91 9910035722 / Email : jsrana@aepcindia.com

You are requested to kindly send duly filled application form with participation fee by way of Demand Draft/Pay Order/NEFT/RTGS in favour of APPAREL EXPORT PROMOTION COUNCIL" GURGAON. Similarly, exporters located at Mumbai, Ludhiana, Jaipur, Tirupur, Chennai and Bangalore can deposit the DD/Pay order at Local AEPC offices also. All others may send the Demand Draft/Pay Orders to Gurgaon office. Members who are interested to participate in the Reverse BSM (RBSM) in Gurugram please send their application in prescribed format along with participation fee latest by 20.01.2023.

Yours Sincerely,

(Dr. Tamanna Chaturvedi)
Dy. Secretary General

Enclosure: Application Form

Disclaimer: AEPC will not be responsible for the turnout of buyers/buying agents for any BSM/fair/show, etc. The Council will have no liability whatsoever for any kind of refund or payment in this regard.

**APPLICATION FORM FOR PARTICIPATION IN “REVERSE BUYERS –SELLER MEET”
(RBSM) (10 – 11 FEBRUARY, 2023)**

(On the Company’s letterhead)

The Reverse Buyers Seller Meet (RBSM 10-11 February, 2023) shall take place at Apparel House, Sector -44, Institutional Area, Gurugram. The minimum stall size shall be 9 sq. mtr. The bookings of stalls are acceptable in the following dimensions only:
(Pls. Tick ✓)

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18

Participants opting 2/3 side open stall, please tick ✓:

Two Side Open	Three side open
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**YOUR MAIN ITEM OF DISPLAY TO PUT YOU IN PROPER CATEGORY-WISE LISTING
(PLEASE TICK ✓ ONE ONLY)**

Women’s Wear	Kids Wear	Men’s Wear	Knitwear	Accessories/Fashion Jewellery
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1. Company’s Name :
2. Name of the Contact Person with Mobile No. :
3. Address with PIN No. :
4. Telephone Number :
5. E-mail Address :
6. RCMC No. & Date (Renewal fee paid 2022-23 : Yes / No) :
7. IEC Number :
8. PAN Number :
9. TAN Number :
10. GST Number :
11. CIN Number (required for only Pvt. Ltd. Companies) :
12. Status of Company (Partnership / Proprietor / Pvt. Ltd. / Ltd. Co.:

13. Manufacturer / Merchant Exporter :
14. Whether belongs to MSME (Yes / No) :
15. Name of Participant (Director / Partner / Prop./Regular Officer at Sr. Level) with DIN No. :
16. Whether belongs to SC/ST/General/Woman :
17. Export Performance during the last three years : 2021-22 :
2020-21 :
2019-20 :
18. HS Codes in respect of the products being promoted/ marketed by exhibitor :
(at least 6 HS Codes should be given)

S.N.	HS Code (6 digit level)	Product description
1		
2		
3		
4		
5		
6		

19. Main items of production :
20. Mention segment Knitted/Woven :
21. Present production capacity : _____ pcs. / month
22. Major brands & Fashion labels :
23. Major Countries of Exports :
24. Please fill up the details of the Visiting Representative in the following format:
25. Have you earlier participated in this event with AEPC or any other Council / Organization?
If Yes, Year (s) _____ No _____
26. Are you participating in any other event under MAI assistance in 2022-23 with other EPC's/Commodity Board/ Trade Bodies? YES / NO

If yes, please give details:

S.N.	Name of the Event/Country	Date of event	Name of the EPC's/Commodity Board/ Trade Bodies
1.			
2.			
3.			

Disclaimer: As Annexure – I (It's mandatory to fill up and be attach with the application form as its' a part of application form).

27. Participants Charges:

Pay order/ DD for Rs. _____ drawn on _____

payable at Gurugram/ New Delhi

OR (*in case online payment*):-

UTR Details : NEFT/RTGS No.....for Rs.....

Date..... Name of Bank.....

This is to certify that all information provided by me is correct to the best my knowledge and agree to abide by the same.

Date: -

Signature of Authorized Signatory_____

Name & Designation:_____

Company Seal : _____

Disclaimer

1. The participation is on FIRST-CUM-FIRST SERVED (FCFS) till all booths are sold.
2. All participants who have paid the full participation fee in time would be considered for allotment of booths through draw of lot.
3. No change in the booths, once allotted would be entertained under any circumstances.
4. The decision of Chairman-EP (AEPC) would be final and binding in case of any dispute.
5. The space allotted to the approved participants is to be exclusively used by them for display of their exhibits as approved by AEPC. Subletting of space is not permissible. Violation of this clause may lead to cancellation of space allotted, forfeiting of space rent, security, deposit and cancellation of grant etc., paid to AEPC and debarring the participation from the future participation in AEPC's events.
6. AEPC will not be responsible for the turnout of buyers/buying agents for any Exhibition/fair/show/BSM etc. AEPC will have no liability whatsoever for any kind of refund or payment in this regard.
7. Participants will be required to furnish complete information on orders booked, enquiries generated etc., in the form of Feedback form after the RBSM which is required by the Ministry.
8. In case of default of any payment due from the participants, AEPC reserves the right to debar them from participation in AEPC's International fairs and bring to the notice of appropriate authority.

DECLARATION

We have studied the disclaimer for participation carefully and agree to abide by the same.

Date & Place :

Signature of Authorized Signatory_____

Name & Designation_____

Company Seal_____
