indus FOOD
BUYER BROCHURE

3rd Edition
08-09 January, 2020
India Exposition Mart, Greater Noida
WELCOME TO THE WORLD’S FOOD SUPERMARKET

Organized annually, IndusFood is India’s official, export focussed F&B Trade fair showcasing the country’s best line-up of food & agri products to global buyers.

Edition 2- On Spot Business Platform

Why IndusFood

Direct Sourcing from the Best Suppliers
With over 500+ handpicked suppliers at IndusFood, you will never want for more options to tap into. We scan the length and breadth of India to aggregate top notch suppliers delivering their products as per global standards.

Trust of Organizers
Organized by the Trade Promotion Council of India & the Department of Commerce, Government of India and supported by all national product promotion agencies, a smooth & safe business environment is ensured.

Business Made Easy
IndusFood business app enables buyers and suppliers to create focussed business connections at the click of a button. Cloud enabled pre-scheduled meetings and detailed stakeholder profiles on our business matchmaking system takes care of your precise business requirements and saves on time.

Edition 3 - The Next Big Leap

700 Global Buyers, 500 Domestic Buyers & 500+ Indian Food Suppliers

11,000+ SQM GROSS AREA OCCUPIED | 70+ COUNTRIES REPRESENTED | 400+ INDIAN EXHIBITORS SHOWCASED | 20,000 MEETINGS CONDUCTED | 700+ GLOBAL BUYERS HOSTED | 15 PRODUCT ZONES | 20 B2B & G2G CONFERENCES

1.2 USD BILLION OF ON SPOT BUSINESS
Edition 2: 700+ Buyers Across 70+ Countries

Edition 3: 700 Global & 500 Domestic Buyers Estimated
Edition 2:
400+ Exhibitors across 15 product zones

Edition 3:
500 Suppliers 15 Product Zones
The success of the Indian F&B industry will surely take you by surprise.

The epicenter of global food trade since the ancient times, India is now a dominant global player in the modern food trade. India has the pride of being the “Land of Origin” of an assortment of food crops & processed products that have a significant impact on the global demand and supply.

Producing for the world
India is the top global producer of meat, milk, castor seeds, sesame, mango, banana, chickpeas and is among the top producers globally for rice, wheat, sugarcane, tea, spices, onion, potatoes, & many others. With the new agri-export policy, the Indian F&B export is expected to grow from USD 32 billion to USD 70 billion by 2020.

Hub for Private Labelling
India is a hub for cost effective private labelling for a range of F&B products from commodities to processed food. Being the food bowl of the world, India has ample availability of quality raw materials and state of the art processing technology to produce high quality value added products.

An Investor’s Paradise
India has an array of strong emerging brands in the F&B sector which leads to lucrative investment opportunities. Due to the growing need to feed the masses and increased opportunity to export to FTA partner counties, India has established itself as a sought after investment destination with investors seeing growth of capital and increased profitability.

India at a glance

22% OF THE GLOBAL PRODUCTION OF MANGOES AND GUAVAS

23% OF THE GLOBAL PRODUCTION OF TEA

22% OF THE GLOBAL PRODUCTION OF RICE

70% OF THE GLOBAL SPICE PRODUCTION

21% OF THE GLOBAL PRODUCTION OF PULSES AND SUGARCANE EACH

43% OF THE GLOBAL PRODUCTION OF BUFFALO MEAT

27% OF THE GLOBAL PRODUCTION OF BANANAS

19% OF THE GLOBAL MILK PRODUCTION
WE BRING FORTH A WORLD OF PRIVILEGES

As an IndusFood hosted buyer, a basket of business opportunities awaits you

Over 700 pre-qualified, fully hosted, international buyers from 80+ countries along with 500+ domestic buyers will attend IndusFood 2020 with the purpose of sourcing new products, meeting suppliers and developing new business.

Business on the Go!
Business is always at the core of IndusFood, and we ensure to make it as easy as the click of a button. Pre schedule your meetings on our online networking app by accessing hundreds of verified supplier profiles and use your time at IndusFood as efficiently as possible.

Industry – Government Roundtables
You get the global F&B industry and Government stakeholders, all on the same table at our India Bilateral Roundtables. We strive to ensure that your experienced opinion leads to a new beginning in the global trade.

Networking Events
What is networking without some Fun under the Sun? Our gala business networking dinner will ensure that you have a relaxed evening at IndusFood, engaging with your new found partners in a lighter context.

Buyer Registration fee USD 250 includes

- Partial airfare reimbursement*
- 5/4 star hotel accommodation
- Complimentary meals**
- Visa assistance***
- Airport & venue transfers
- Post event tour / plant visits
- Interpreters on request

*Pre fixed as per the country of origin | **breakfast & lunch on show days | ***Through nodal officers at Indian missions globally
Registration is quick and easy

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<th>Category</th>
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<td>Fruits &amp; Vegetables</td>
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<td>Indian Ethnic Food &amp; Snacks</td>
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<td>Meat, Poultry &amp; Seafood</td>
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<td>Oil &amp; Oil Seeds</td>
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<td>Organic &amp; Health Food</td>
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<td>Pulses, Grain, Sugar &amp; Flour</td>
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<td>Tea &amp; Coffee</td>
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<td>Wine &amp; Alcoholic Beverages</td>
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<td>Consumer Foods</td>
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<td>Ingredients, Fragrances &amp; Extracts</td>
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**Personalized Dashboard for your business needs**

08 - 09 January, 2020 | 10:00 - 18:00

Log on to [www.indusfood.co.in](http://www.indusfood.co.in) and click on the buyer registration button.

Fill in your company details in the online form.

Select the relevant exhibit zone & submit your form.

Pay the INR 17,500 (approx USD 250) + 18% GST registration fees via debit or credit card for a confirmed participation.

Receive the confirmation mail with a link to your customized dashboard.
How to be a part of the IndusFood hosted buyer program

Our hosted buyer program makes your IndusFood experience as seamless as possible. With over 70 nodal officers assisting the Indian missions globally, you get a taste of the Indian hospitality right from the beginning.

IndusFood Key Buyer Program
Contact TPCI secretariat or the Commercial section of the Indian Embassy/Consulate in your country for an extended invitation to the IndusFood hosted, key buyer program.

Supplier Nomination
Any Indian supplier on your business wish-list? We would be glad to host you at their invitation.

International recommendation
Contact your local chamber of commerce to send us your nomination and we will get in touch with you.

Who can be Nominated?

Food distribution and trading companies
Major wholesaler & importer groups
Government bodies
Supermarket chains
Food-service companies
Airlines caterers
Hotel chains

EXPERIENCE INCREDIBLE INDIAN HOSPITALITY
It was a great experience. I found preparations were par-excellent. I have participated/ attended exhibitions around the world; I can say the arrangements made were of “World Class”. The quality of exhibitors too was very good. We are in advance discussion with some of the potential business partners.

Rakesh Jha,
Director General
Al Maya Trading Co. LLC

IndusFood was very well attended and each and every guest/participant had nothing but praise for the meticulous planning and execution. The hospitality was great. I am very confident that the Fair will get better and bigger every year. It is an ideal platform for interaction of buyers and sellers.

Khalifa A Al-Ali
Vice-Chairman,
Indian Business & Professional Council- Kuwait

The show had a wide range of top class Indian food producers, processors and exporters. Indeed I on behalf of the several food companies in Bahrain had a promising meetings with few new suppliers of food and agriculture products. I am quite confident that this and other follow ups will lead to some fruitful business relations.

Ebrahim Zainal
Chairman, Trafco Group B.S.C.

Testimonials

India provided us the best hospitality in the world. The show itself was very well-organized. It has potential to become one of the most important food shows in the world. I was able to source several products, for which I have already placed orders.

Palvesh Patel
Capital Health Ltd., United Kingdom

A very good exhibition! Am very pleased with its organization and management. Was surprised to find variety of organic products besides good selection of lot many new products. I am awaiting the price lists, certificates and details of cooperation.

Rasa Neapolitanskaya
Jagannath

Congratulations on a truly magnificent initiative! There was so much synergy and focus. We could communicate and co-operate with large number of suppliers. The B2B meetings were also very helpful; a lot of food ranges on display can be taken to Europe.

Rajiv Kumar
India Trading S.R.L., Italy

Thank you for hosting us and for ensuring a smooth and productive facilitation. All the arrangements including the logistics were flawless. We also benefited hugely from the various business meetings set up for us. We appreciate the tremendous effort by TPCI.

Sridhar Moosapeta
CEO, Khimji Ramdas, Muscat, Oman

This trade show is being positioned as the next global Food and Beverages (F&B) market in the Asian Sub-continent like ANUGA, SIAL and Gulf food.

Suresh Prabhu
Union Minister
Ministry of Commerce & Industry, Government of India

IndusFood complements Indi’s Agriculture Export Policy. The event has attracted a large number of buyers and so their interaction with an equal number of exporters of varying sizes is a big achievement. I have no doubt this event will grow on an exponential scale.

Santosh Sarangi
Joint Secretary
Dept of Commerce and Industry, GOI
For more information contact the IndusFood buyer desk
+91 9205883427, 9205883430 | Email: buyer.indusfood@tpci.in