



## Global Buyer-Seller Meet 2023 in Mumbai

**3<sup>rd</sup> & 4<sup>th</sup> October 2023, Bombay Exhibition Centre (NESCO), Mumbai.**

Empowering the Global trade: A Comprehensive Recap of the Global Buyer-Seller Meet

### Introduction:

The Global Buyer-Seller Meet 2023, held in the bustling city of Mumbai on October 3<sup>rd</sup> and 4<sup>th</sup>, was a pivotal gathering in the agri-food and spice sector. This post-event report is a detailed exploration of the key highlights, distinguished guests, captivating discussions, and promising prospects that unfolded during this extraordinary event, which united industry leaders, experts, and delegates from more than 13 countries.

We are pleased to acknowledge the invaluable support we received during the event. Our Silver Sponsor, InterCont +, played a pivotal role in enhancing the overall success of the event.

Address – 402, Keshav Smriti Building , Ganjwe Chowk, Navi Peth Pune- 411030

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Contact - +91 842117762 / 9022439583

We extend our sincere gratitude to our supportive partners, including the All India Food Processors Association, the Hal A-Hind Committee, and the All India Association of Industries. Their unwavering support greatly contributed to the event's success.

In addition to our partners, we were honored to have associated partners such as the UAE-India Business Council, DeAsra Foundation, and Indo Compass. These associations made substantial contributions to the event's accomplishments.

Our event's outreach and impact were significantly bolstered by our media partners—ANS Media Group, Krishi Jagran, and The Dairy Times. They played an instrumental role in disseminating information about the event, ensuring its wide-reaching success.

## Distinguished Guests:

Our event was graced by a line-up of distinguished guests whose presence added immense value to the discussions:

**Prof. R M Joshi (Director IIPMB)**, a luminary, shared his insights as the Chief Guest. His profound understanding of agriculture and food product exports set the tone for the event.

**Col. Promod Dahitule (Advisor, Bank of Maharashtra, Director (ER & NER) FSSAI, MOHFW)**, a notable figure in the industry, honoured us as the Guest of Honor. He brought a wealth of knowledge on regulations and compliance.

**Mr. Prabodh Halde (Head, Regulatory - Marico Ltd, Chairman AIFPA West Region, Past President - Association of Food Scientists and Technologists of India-CFTRI Mysore & CSMB)**, a seasoned expert, enriched the discussions with his extensive industry experience.

**Mr. Eddy Wardoyo (Consul General of the Republic of Indonesia)**, representing a crucial trading partner, offered an international perspective.

**Ms. KD Sushma (Founder, Director Global Fortune Mission India Pvt Ltd)**, Organiser

At the Global Buyer-Seller Meet of 2023, the event's chief guest had the honor of inaugurating a significant publication. The book in question is titled 'A Comprehensive Guide to Agricultural Exports' and has been authored by the renowned expert K.D. Sushma. The book serves as a valuable resource for those involved in the agricultural export industry, offering comprehensive insights and guidance.

In addition to inaugurating the book, the chief guest also took part in the official opening ceremony of the IGTD Exim Chamber of Commerce. This momentous occasion marked the establishment of an important institution that is dedicated to fostering international trade and commerce. The IGTD Exim Chamber of Commerce is set to play a crucial role in facilitating global business partnerships and promoting economic growth in the region.

Before the event's commencement, we extended our heartfelt gratitude to Prof. Rakesh Mohan Joshi, Col. Pramod Dahitule, Mr. Eddy Wardoyo, Dr. Prabodh Halde for their invaluable contributions. Their presence added depth and authenticity to the event, enriching the discussions and enhancing the overall experience.

## Keynote Speeches and Panel Discussions:

The heart of the event resided in the thought-provoking keynote speeches and engaging panel discussions, featuring esteemed speakers and panelists:

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- **Opportunities & Challenges in Exports of Agriculture & Food Products** by Prof. R M Joshi. His enlightening speech delved deep into the intricate world of agricultural and food product exports, illuminating the vast opportunities and complexities within the sector.
- **Enhancing Export Competitiveness** was presented by Mr. R K Mishra (Additional Director, DGFT). His comprehensive discourse offered a roadmap for enhancing export competitiveness, addressing policy, strategy, and compliance intricacies.
- **The Panel Discussion: Navigating Future Trends and Opportunities in Agri, Food, and Spice Sector** featured industry stalwarts like Mr. Sudhakar Kasture, Col. Pramod Dahitule. This dynamic panel explored the ever-evolving landscape of the sector, discussing emerging trends and sharing strategies for maintaining a competitive edge in a rapidly evolving market.
- **Methodology of Identifying the Best Products and Market in Export** was elucidated by Mr. Parashram Patil, an international expert in agriculture and natural resources economics. His data-driven approach to identifying optimal products and markets for export provided actionable insights for the audience.
- **Scope of Market in Iran and Africa** was expertly explored in a keynote speech by **Mr. Amir Jafari (CEO Parsis Investment & Trade Development Company, Iran)**. His presentation uncovered the immense potential and untapped opportunities in these burgeoning markets, opening new doors for trade.
- **A Panel Discussion on Global Implications of Rupee Invoicing and Foreign Payment Mechanism** featured a dynamic group of experts, including Mr. Sudhakar Kasture, Mr. Chintan Master (Co-Founder & Director of Finrex Treasury Advisors LLP), and Mr. Bhavin Gajjar (Executive Vice President and Zonal Head - Business Banking - Trade and Forex, YES Bank). They dissected the financial intricacies of international trade, providing insights into rupee invoicing and foreign payment mechanisms.
- **A keynote speech on Spices Export from India and Required Regulations** was delivered by Mamta Rupoliya, Assistant Director at the Spice Board of India, Ministry of Commerce and Industry, Government of India. She offered critical insights into the complex world of spice exports and the regulations that govern the industry.
- **A Interactive Session on Navigating Trade Barriers: Logistics Challenges for Export-Import** was led by Mr. Nishit Shalwala (InterCont) and KDsushma. They delved into the hurdles and complexities of international trade, with a specific focus on logistics challenges and trade barriers.
- **A keynote speech on How to Raise Finance & Get Government Subsidies for Agri & Food Businesses** was presented by Mr. Vishwas Datar, Executive Vice President & Zonal Head for South & West Region at Kotak Mahindra Bank. His presentation provided valuable insights into financing options and government subsidies available to businesses in the agri and food sector.

## Open B2B Meet and Exhibition:

Beyond knowledge-sharing sessions, the Global Buyer-Seller Meet incorporated a dynamic open B2B meet and exhibition. 17 Exhibitors displayed their product and services in Global Buyer-seller Meet. Here, participants had the opportunity to translate theory into practice, fostering collaborations, and exploring new business opportunities. This component of the event was not merely a platform for acquiring knowledge but also a Launchpad for converting that knowledge into tangible business growth.

## Conclusion:

The Global Buyer-Seller Meet 2023 in Mumbai emerged as an astounding success, creating an environment where industry leaders, entrepreneurs, and experts came together to share knowledge, forge partnerships, and uncover the vast potential of the agri-food and spice sector.

As the event concluded, the conversations initiated here did not simply dissipate; they continue to evolve and shape the industry's future. The knowledge and connections established at the event form the cornerstone of innovative collaborations, setting the stage for a brighter future for all stakeholders.

Global Fortune remains steadfast in its commitment to connecting opportunities worldwide and eagerly anticipates future events that will further enrich the industry.

The Global Buyer-Seller Meet of 2023 witnessed a robust gathering with more than 170 Indian delegates, over 30 overseas delegates, an impressive lineup of 15+ speakers, and the presence of embassy representatives and distinguished guests.

## Glimpse Of Global Buyer Seller [Meet](#):



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