

Dear Member

**Subject: - Pharmexcil's Business Delegation to Armenia, Belarus and Russia  
Uzbekistan (11<sup>th</sup> -22<sup>nd</sup> November 2019)  
(Registration for participation closes on 20<sup>th</sup> August 2019)**

Members are kindly aware that CIS region presents huge opportunities for India's pharma, AYUSH and related products. Pharmexcil has been actively organizing B2B meetings and part in this region to tap market potentials.

**India's export to CIS is as follow:**

India's Exports to CIS Region (USD Million)			
	2016-17	2017-18	2018-19
<b>Ayush</b>	17.41	20.38	17.86
<b>Bulk Drugs &amp; Drug Intermediates</b>	40.20	65.47	85.44
<b>Drug Formulations &amp; Biologicals</b>	541.00	614.12	646.89
<b>Herbal Products</b>	0.92	1.08	1.38
<b>Surgical</b>	14.79	16.57	19.68
<b>Vaccines</b>	17.58	15.54	17.02
<b>Total</b>	<b>631.90</b>	<b>733.17</b>	<b>788.27</b>

Pharmexcil proposes to mount a business delegation to the following countries in the CIS region as per the following schedule and program:

S.No	Country	Date	Day	Particulars
1	ARMENIA (Yerevan)	10-Nov-19	Sunday	Arrival in Yerevan, Armenia
		11-Nov-19	Monday	BSM
		12-Nov-19	Tuesday	Follow up Meetings
2	BELARUS (Minsk)	13-Nov-19	Wednesday	Arrival in Minsk, Belarus
		14-Nov-19	Thursday	BSM
		15-Nov-19	Friday	Follow up Meetings
3	RUSSIA (Moscow)	16-Nov-19	Saturday	Arrival in Moscow, Russia
		17-Nov-19	Sunday	
		18-Nov-19	Monday	Meetings
		19-Nov-19	Tuesday	BSM
4	UZBEKISTAN (Tashkent)	20-Nov-19	Wednesday	Arrival in Tashkent, Uzbekistan
		21-Nov-19	Thursday	Expo Cum BSM

		22-Nov-19	Friday	Expo Cum BSM and Follow up meetings
		23-Nov-19	Saturday	Departure to India

Members may like to refer to the exports of pharmaceuticals ((value in MnUSD) to these countries from India

COUNTRY	2015-16	2016-17	2017-18	2018-19
ARMENIA	0.85	0.77	0.83	0.88
BELARUS	15.92	16.54	12.86	16.34
RUSSIA	373.76	383.46	468.77	485.55
UZBEKISTAN	48.62	44.66	54.35	66.04

#### Participation Details:

1. Participant has to mandatorily register and confirm their participation online on [www.pharmexcil.com](http://www.pharmexcil.com) with complete details as per the given format. The template will get activated from 12<sup>th</sup> July 2019.
2. The suggested flight options will be available online from 12th July on [www.pharmexcil.com](http://www.pharmexcil.com)
3. Destination can undergo change/modifications/cancelled subject to our Embassy/Missions advise in view of some unavoidable circumstances.
4. Hotel names and tariffs (in consultation with Indian Missions abroad) will be informed shortly and payment has to be made by participating members directly.
5. Participation fee is non-refundable and can be refunded only if the event is cancelled due to unavoidable circumstance at the instance of our Mission/Council
6. It is mandatory to participate in at least 3 countries.

#### Participation Fee:

Country	Event	Fee	Fee Includes
Armenia, Belarus, Russia and Uzbekistan	Expo Cum BSM in Uzbekistan and BSM in three countries	INR 1,25,000/-	BSM in all Destination
			Made up Cubical/Stall in Uzbekistan
			Translation of Profiles
			Hotel Transfers from airport (In Group only for the Itinerary and Hotel suggested by Pharmexcil)

#### MAI ASSISTANCE:

Members whose export turnover during previous year are less than Rs.30.00 crores and are having minimum of one year (12 calendar months) membership with the council are eligible for MAI subject to the other guidelines of MAI scheme. Under the scheme, eligible members will be given economy class excursion airfare subject to a maximum of Rs. 70,000/- per company.

Interested members may please confirm the participation and send payments through Bank Transfer/RTGS by 20th August 2019.

For any clarifications, members may contact us at [rodelhi@pharmexcil.com](mailto:rodelhi@pharmexcil.com); 011-45062550, 9310423517, 8447234383

Thanking you,  
Yours sincerely,

Uday Bhaskar  
Director General