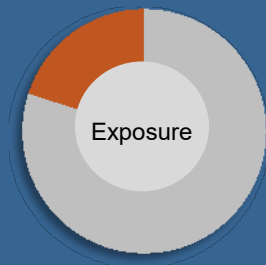




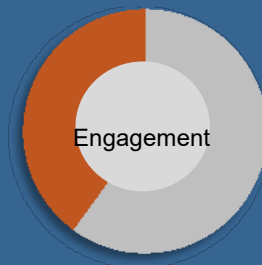
Federation of Buying Agents

We are Better Together

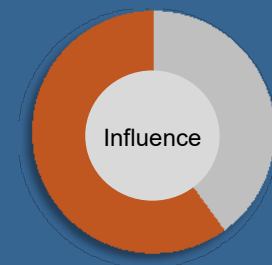
FBA members are Service Providers engaged by Global Brands and Retailers to source Apparel, Jewelry, Furniture, Furnishings, Home Décor & Lifestyle products.



We create potential audience & customers for Manufacturers



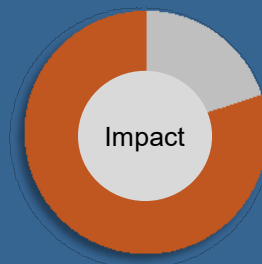
We interact with manufacturers based on requirements of retail chains



We also influence retail chains by showcasing products by Indian manufacturers



We advocate made in India products & also cross sell across different segments

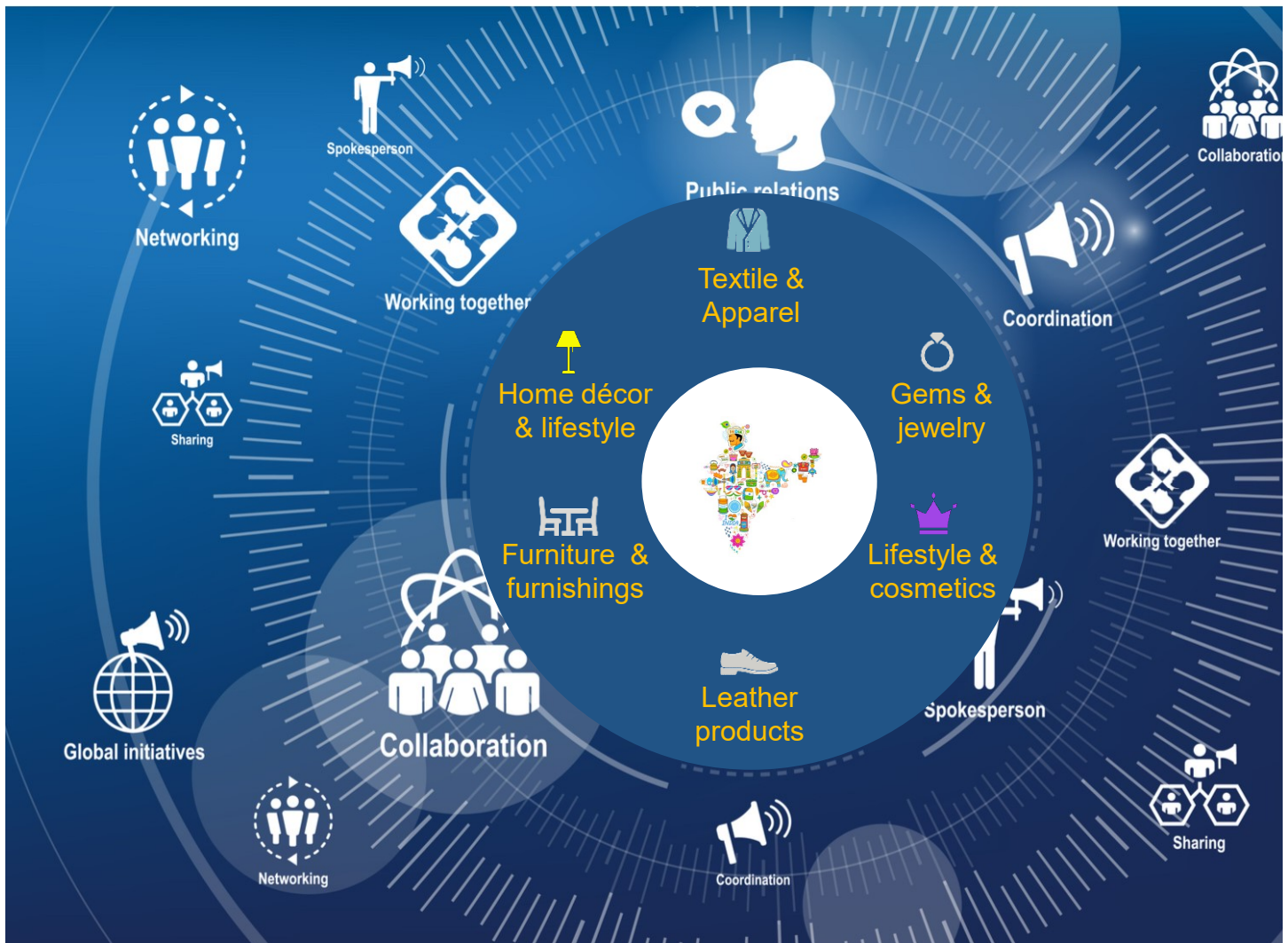


We generate business for Manufacturers & promote Intl Trade

Buying Agents the **Business Ambassadors**



Each **Buying Agent** represents multiple Product Categories; creating work for multiple Manufacturers and scores of Artisans associated with them

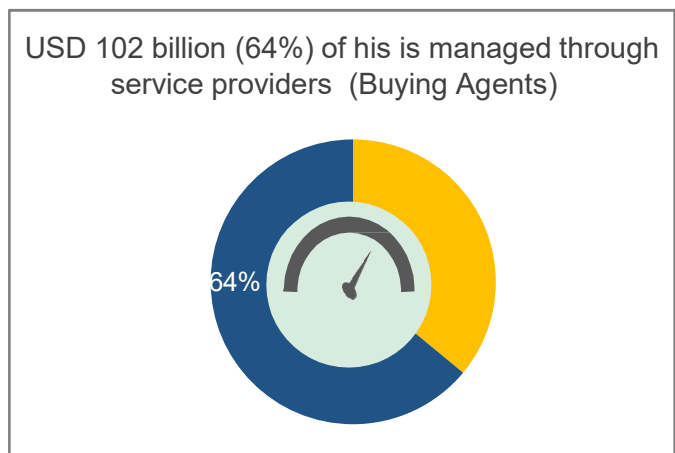
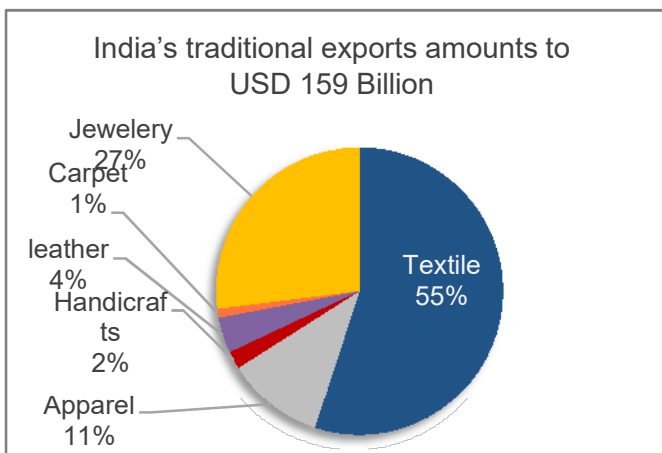


EPC connected with Buying Agents



Canvassing India *Worldwide*

*70% of Indian International Trade is thru a **Buying Agent**; Our Service Providers Fraternity touch more lives than any other Industry*



FBA at Work

By the Member, for the Members

We are better together



The 3G Principle

Growth

FBA constantly works on exploring ways to see how we can help the Fraternity grow their Knowledge, and Skill sets We hold monthly meets on specific subjects of Member Interest and need, FBA also undertakes BSM and RBSM to create growth opportunities for its members FBA plans to join hand with Other stakeholder in the ecosystem to take forward this growth opportunity for its Members

Generate

FBA firmly believes in collaborative spirit . We believe that together we can generate bigger and better opportunities.

FBA in collaboration with various trade bodies has initiated Intl. group trips of curated products and targeting specific clients for better results. Collaboration is also helping factories upgrade their working styles and generating better efficiencies in their workflow.

Grievances

FBA maintains that if problems are resolved the opportunity to grow multiplies.

One of the key issues that FBA has been able to resolve is in giving voice to the Buyer within the Country. This has helped the buyers raise their concerns and get them addressed in a congenial manner. This has helped in building a trust factor and confidence amongst them And helped in Increasing business

VI BT Series

Six Sigma The Path to Future Growth

SIX SIGMA 6σ

Time : 4pm-6pm
Venue : India Habitat Centre
An Advance Level Session on Tech driven advancement to manage **Supply Chain**.
Interested? Please connect with **Ideation Desk**
+91-8368805032 | Mail@fba.Org.In.



**Federation
of Buying Agents**

III BT Series

BUYING AGENTS MEET ON BANKING ISSUES

Time : 3pm-5 pm
Venue : India Habitat Centre
Limited Seats Options / Book your Seats
Interested? Please get in touch with **Ideation Desk**
+91-8368805032 | Mail@fba.Org.In.

FBA Interactions

FBA holds Members Engagement programs every month
So far since its inception it has held 14 Meets under its *Better Together Series*
And 2 Collaborative Events and 12 Corner Meets

X BT Series

LET'S LISTEN TO THE EXPERTS

Supply Chain Challenges
Buyers Perspective

- Understanding the Culture
- Timely Billing and Payments
- Quality & Accuracy
- Conflicts Over Contract
- Damaged Delivery

Time : 4pm-6pm
Venue : India Habitat Centre
Interested? Please get in touch with **Ideation Desk**
+91-8368805032 | Mail@fba.Org.In.

VIII BT Series

IMPACT ASSESSMENT

BUYING AGENTS ON IMPACT ON SUPPLY (VALUE) CHAIN

Time : 3pm-5pm
Venue : India Habitat Centre
Let's analyze what we do for the industry and how it affects the life cycles.
Interested? Please get in touch with **Ideation Desk**
+91-8368805032 | Mail@fba.Org.In.

XI BT Series

BRIDGING SKILL GAPS IN INDUSTRY

- ✓ Lets list the Skill set most needed
- ✓ Lets understand the players who can help us address this.
- ✓ Lets Together work towards it

FBA invites its members to grab this opportunity and make the most of it

Time : 4pm - 6pm
Venue : India Habitat Centre
Interested? Please get in touch with **Ideation Desk**
+91-8368805032 | Mail@fba.Org.In.

Better Together

EVENTS

Past Event



Exclusif

1.

Indian **Design Week** 2019 – Feb 12, 13, 14 & 15

NSIC Grounds

Entry fee -- 500/-Inr

Complimentary Entry for Registered Members

(Pls collect your Invites form the Ideation Desk)

first cum
first Basis

-----X-----

2.

Argentinian **Business Forum** – Feb 18

Visiting **Delegates** have an interest in **Textile, Cosmetics,**

Dept. Store Imports

Complimentary Entry for Registered Members

(Pls collect your Invites from the Ideation Desk)

FBA Invites Members to grab this Business Opportunity

and

Make Most of it

Ideation Desk – Mail@Fba.org.in

Memories

Past Event



Federation
of Buying Agents



**FBA establishes a long-term
Partner for Latin American
Countries (LAC)**

Current Focus will be on
TEXTILE & HOMEDECOR

**Cosmetic Product
Buyer in Discussion
with an FBAMember**



**Gardening & Agro
Products Association
in Discussion with an
FBAMember**

Memories

Past Event



Federation
of Buying Agents

FBAMember
establishing
contacts with the
**Textile Imports
Assoc**



FBAMember establishing Trading Partners with
India Argentina Friendship Society

Another Successful B2BA
Heartiest Congratulations to all those who participated

Ideation Desk

Better Together
EVENTS

Past Event

Let's Secure and Grow the Agency Business

The **fba** brings forth an
Industry Expert with a unique solution

AN INITIATIVE

Venue- 2nd Floor; Country Inn

Select City Saket

Date - October 5th 2018

Time - 5:00 to 7:00 pm



Federation
of Buying Agents



Cocktails on the house!

Memories



3G's Principles – *Growth, Generate and Grievances*

Biggest Challenge that a Buying Agent faces Today

"Let's Secure and Grow the Agency Business"



Better Together

EVENTS



Federation
of Buying Agents

Let's Spend an Evening with **2** Experts

Meet **Mr. Rajat Mangla** an Expert
on **GST**. Learn **How to address it** for
Service Providers

An **fba** Initiative

Yes! Service Providers can
get their **Fees Insured**. Let's
understand how from –



Mr Sristiraj Ambastha Regional Manager ECGC

FBA Invites its members to grab this opportunity and make the most of it

Venue: **Taj Vivanta, Ambassador, Khan Mkt**

Date: **17 Nov 18, Saturday** | Time **4:30 Pm**

Limited Seats (1100/-) **Plan ahead and confirm!**

Past Event

Agenda

4.30 pm - Opening Discussion on **FBA activities** and plans

5.30 pm - **GST** for Service Providers – Presentation by
Mr. Rajat Mangla CA

5.40 pm - **Q&A** on GST related Subjects

~~Tea Break~~

6.00 pm - Benefits of Service Fee **Insurance** explained by
Mr. Sristiraj Ambastha—R.Mngr ECGC

6.15 pm - **Q&A** on Insurance related Subjects

6.40 pm - Open House

~~ Event Closes @ 7.00 ~~



Federation
of Buying Agents

Memories



GST implication on Service Providers & learnt how to secure the Service fees with an Insurance Cover.

ECGC can benefit.

Past Event



Better Together

EVENTS



Federation
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Limited Seats (1100/-) **Plan ahead and confirm!**

Better Together
EVENTS



Past Event

IT's Goal Time

Let's **Meet and Set Targets for 2019**

An **fba** Initiative

FBA invites its members for
tete-a-tete with its **Core Committee**
and
listen to Dean, Institute of Foreign Trade on what
the **Global Trade 2019** looks like
followed by
Networking Dinner

Together we can!!

Venue: **Country Inn, Saket**

Date: **21 Dec 18, Friday** | Time: **4:30 Pm Onwards**

RSVP: 2500/-

Paytm-9871249608

Memories

Past Event



Grievances - Information Leakage, running away of Employees

Motivates a Buyer to work with Buying Agent



Memories

Legal Contracts between Buyers and Buying Agents

*Legal Contracts between Buying Agents and Exporters
Manufacturers*

Legal Contracts with an Employee for better accountability



Legally speaking.....

What are my rights against a Buyer

How to safe guard my interest vis- vis Exporters

How to protect myself against an errant Employee

Buyer

Buying Agent

Exporter

Employee

Let's listen to Legal Experts

Date 19th Jan
Time 4:00 pm - 6:30 pm
Venue Marigold, Habitat Centre
(Entry from Gate-1)
Fee- 1100/- FBA Members
1500/- Non Members



Better Together

EVENTS



Federation
of Buying Agents

FBA Invites its Members to

B-2-BA Meet

Federation of Buying Agents
will be hosting an evening dinner for visiting

Buyers

from Glasgow and Edinburg, UK

8 Rnd Table - 1 Hr. Meets
followd by
Networking Dinner

**Visiting Buyers have interest in Textile Retail, Restaurants,
Florist, Wedding Design, Fishing Accessories, Costumes and
Accessories**

FBA Invites Members to grab this Business Opportunity
and

Make Most of it

16 Matching Members will
be given Opportunities

Venue: India Habitat Centre

Date: 9 Feb 2019, Saturday | Time 5:00Pm – 10:00Pm

This is a Limited Seat Event Only

Those interested pls connect with the Ideation desk

Memories

Past Event



Federation proudly reports back that 6 members had the opportunity to meet and take the discussion forward.





An event by:



Federation of Buying Agents

We are Better Together

Memories

An awesome evening where women entrepreneurs shared their journeys and achievements.

Past Event



Experts deliberate and *We Learn*

23rd
Mar

IHC

BT
Series

Which is the most
potent Marketing
Tool

Past Event

Design

WHERE

HOW TO Save
from competition

Communication
boon OR a bane

WHY

How to Beat
China Cheapness

Is Amazon eating your
Business away

Internet has made
buying easy –
How to stand TALL



Federation
of Buying Agents

Paytm= 958 222 019 | Limited Seats Only
1100/ Member fee | 2500/ Non Member

Memorient

Past Event

DESIGN THINKING



Define
↓
Ideate
↓
Prototype
↓
Implement
↓
Test
↓
Empathize

Identification of your client
↓
Product Development
↓
Categorize the production planning
↓
Effective Cost Analysis
↓
Rigorous Marketing





Federation
of Buying Agents

Past Event

Where to go Next ?

USA is too competitive to survive in

What to Market ?

How to approach New markets ?

EU
going
down

Why Ukraine... Why not Congo ?

FBA
invites all
Buying Agents
to come and learn from
Foreign Trade
Experts

First Movers
Advantage

FBA-ON Road

An Exciting new way to tap new clients and
grow business



27th April
4:00 - 6:00 PM
India Habitat Centre

**NEW
MARKETS**

1100/- FBA Members
2100/- Non Members

.....Don't miss the **23**

Memories



Market penetration points

Choosing product and market in sync with FTP

Product Diversification

Old System to identify Product Gaps - HSN Codes New System - National Tariff lines



XXI
BT
Series

Past Event



Federation
of Buying Agents

Cordially Invites
You to a

Curtain Raiser

on



redefining the future

VIBRANT

25-27 SEPT 2019
SOLAPUR

Terry Towel

Global Expo & Summit 2019

The only exclusive terry towel expo of the world

An FBA Exclusive B2B Opportunity

To know more pls be present on :

11th May | Saturday

6 Pm onwards

India Habitat Centre

Followed by Networking Dinner

Compliments of our Host:



GLOBAL Network

Memories



Past Event

India - Largest buyer in US market 2018

Home Textiles

US\$ 45 bn



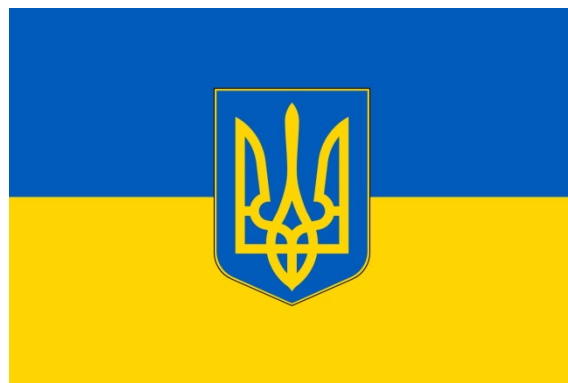
India 11%

China 35%





**Federation
of Buying Agents**



UKRAINE
TOUR
20th - 24th May

FBA - on the Road

The objective of the delegation is to boost exports and interact with the prospective buyers through focused B2B meetings.



Federation
of Buying Agents

20th - 24th May 19 (Ukraine)



24th - 26th May 19 (Poland)



**1 Week = 2 Cities = 2 Buyer Meetings ea
An FBA Exclusive**

Product Categories being: - Home Textiles, Apparel, and Leather Products

May 2019 Fba will take its members on road to New Markets and opportunities. FBA invites its members to come forward and take advantage of a pre fixed meeting with Buyers interested in buying from India.

FBA Minimum Contact Programme:

Total nbr. of Delegate seats available = 8 (Eight only)

Each delegate will get an opportunity to pitch with 2 prospective Buyers on a minimum.

Profiles will be exchanged/ shared with the Prospects by 10th May;

Participation Charges:

B2B participation fees Rs. 35,000/- + GST per Company.

The travel & accommodation cost, to be borne by the delegates themselves. FBA will only manage the appointments and schedules for the same.

Interested Members are requested to send confirmations along with the participation fee (Non-Refundable) RTGS in the name of Federation latest by 30th April, 2019. Selection of delegates will be done on the first-cum-first serve basis only.

Ideation Desk
Federation of Buying Agents
mail@fba.org.in

Memories

Past Event



Beginning of a
New Chapter with
Ukraine
Chamber of Commerce



Federation
of Buying Agents



Memories



Past Event



Memories

Past Event



Past Event

Hope FBA Come!!



POLAND TOUR
24th - 26th May



Federation
of Buying Agents

Memories

Past Event



Gift & Deco
Expo

PHDCCI
Signed an
MOU



Memories

B2B Past Event



A Hugely Successful 2 Days full of Meeting



Buyers discussing India

Memories

Past Event



FBA shared its Vision with PHDCCI and the PTAK on the Way forward



Memories

Past Event



Post Dinner F B A presented a Memento to the Indian Ambassador



Upcoming Event

The
Indian Fit
Exports Promotion
Council



Federation
of Buying Agents

Invites you to
Textile Exports
An Industry Benefit Meet

23rd Sep | Monday
Time : 3.00 pm – 5.30 pm
Hotel Eros , Nehru Place , New Delhi

Call Ideation Desk for more details
mail@Fba.Org.In | +91 836 880 5032
www.fba.org.in



FEBRUARY 2020

SHARE WITH CARE

LOGIN TO IDEATION TEAM FOR MORE DETAILS
MAIL@FBA.ORG.IN | +91 836 880 5032
WWW.FBA.ORG.IN



**ARTIFICIAL
INTELLIGENCE**

*"BOON OR BANE"
for the Lifestyle Industry*

LIMITED SEAT EVENT, PLEASE BLOCK YOUR SEAT NOW
WRITE IN TO- IDEATION DESK
MAIL FBA.ORG.IN | 91 836 880 5032



COMMUNICATION

*Listen without
interrupting each other*

CONFLICT

MANAGEMENT AT WORKPLACE
AUGUST 2020

CONSOLIDATION

*Communicate your
Feelings*

*Choose a Fair Solution for
both parties*

NEGOTIATION

HOW TO YOU RESOLVE YOUR CONFLICTS?

COME AUGUST BE WITH US TO BORN..

CALL IDEATION DESK FOR MORE DETAILS
MAIL@FBA.ORG.IN | +91 836 880 5032
WWW.FBA.ORG.IN



Memories

Past Event



20 Exhibitors

.....68 Buying Agents

~~ A new road to Synergy ~~



Product Categories



Category Heads	Expanded Categories
Apparel	Apparel Knits and Woven; Menswear; Womenswear; Kidswear;
Automotive Components	Industrial and Engineered products
Floor Coverings	Carpets; Rugs, Mats, Coir-mats;
Cosmetics	Women's everyday use products, Beauty, Wellness Products
Fashion Accessories	Scarves; Buttons; Trims; Labels; Fabric Bags & Shoes
Furnishings	Table -floor lighting, Floor Coverings
Furniture & Lighting	Wood-Metal furniture, Bone and lacquerware,
Gifts + Accessories	Potpourri; Gift Accessories; Garden Products, Pet Products,
Hand Tools	Household tools and Agri Tools
Home-décor	Wall décor, Decorative, Christmas & Festive Décor, Candles, Incense, paintings, handicrafts
Houseware	Glassware, Kitchenware, Party-ware, Floral products, Ceramics, Bathroom Accessories,
Jewellery & Accessories	Precious and Semi Precious; Fashion Jewellery, Hair Accessories, Fashion Accessories
Leather Bags & Cases	Kolkata Only Leather Bags ,Purses, wallets, Cases, Clutches,
Leather Footwear	Men's; Women; Kids; and Industrial Wear
Leather Wear + Accessories	Leather- footwear, Leather- Ladies bags and Belts,
Marble & Stoneware	Table tops; Kitchen Slabs; Floor tiles; Figurines; Carvings; Urns & Vases
Paper & Stationary	Handmade paper and others
Rubber Components	Industrial and Engineered products
Spices, Tea, Pkd Foods	Packed foods; Tea and Spices
Textile	Fabrics; Kitchen Linen; Bed linen;; Table linen; Room furnishings
Toys & Games	Educational; 0-7yrs Age group;

Memories



Ours is a engaged Fraternity which is open to dialog and deliberations





Business Ambassadors

First Time Entrant

- We act as a guide

Design Support

We identify the Gaps

Source & Re-Source

We organize Consolidation

Logistical Planning

Supply Chain
Management

Buying Agents

Warehousing
Management

We channelize distribution

Enriching Businesses

Establish Compliance We Nurture Brands

We collect feedback

Standards for Quality We help Resolve Situations

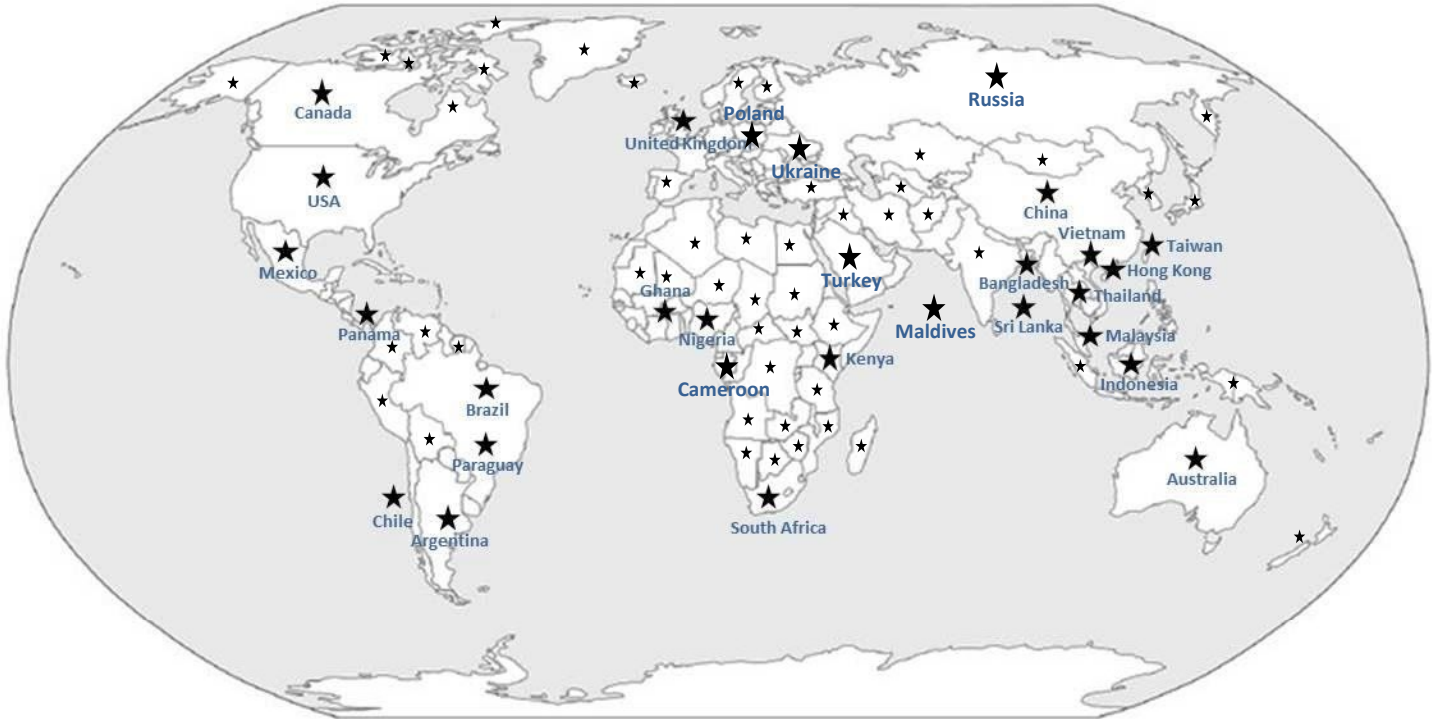
Inspect, Test, Approve

Established Player

We are the every day force behind his successful growth

We create Comfort & Trust in the Relationship

OUR Members OUTREACH



Argentina *Cameroon* *Ghana* *Mexico* *Nigeria* *Russia* *Thailand*
Australia *Canada* *Hong Kong* *Malaysia* *Panama* *South Africa* *UK*
Bangladesh *Chile* *Indonesia* *Maldives* *Paraguay* *Sri Lanka* *Ukraine*
Brazil *China* *Kenya* *Middle East* *Poland* *Turkey* *USA*

& many more...



**Federation
of Buying Agents**

Federation of Buying Agents

Mail@fba.Org.In | +91 836 880 5032

From a distance these look as a pair Doves – ushering in harmony and bringing in aspiration to rise above and fly freely



Each Star depicts a Buying Agent (BA)
After all we are the celebrities of the industry

The hands represent the Industry Support which catapults us in the sky and allows us to leap big.

Federation
of Buying Agents
We are Better Together

Join Us & be part of this Journey.
Our Ideation Desk would love to hear from you.
www.FBA.Org.In