

Sikkim Reverse Buyer Seller Meet-2025

*Creating Synergies Between Sikkim and Gujarat for Business
Growth and Investment Opportunities*

28-29th April 2025 | Ahmedabad

Organized by: Government of Sikkim

In Collaboration with: Confederation of Indian Industry (CII)

Supported by: Invest India

1. INTRODUCTION

The **Sikkim Reverse Buyer-Seller Meet 2025**, held on 28-29th April 2025 at Hotel Taj Skyline in Ahmedabad, marked a significant milestone in inter-state economic cooperation and regional trade integration. Organized by the Government of Sikkim in Collaboration with **Confederation of Indian Industry (CII)**, **Sikkim Chapter**, and supported by **Invest India**, the event was strategically designed to bring Sikkim's vibrant and sustainable economy closer to the industrially advanced and investment-ready markets of western India—particularly Gujarat.

Sikkim, known for its rich biodiversity, 100% organic agriculture, and eco-conscious development model, is emerging as a promising destination for responsible business, investment, and innovation. Despite its small geographical size, the state holds immense potential in sectors like organic food processing, wellness tourism, handicrafts, clean energy, and MSME-led manufacturing. However, one of the critical gaps for many Sikkimese entrepreneurs has been limited access to large, structured markets and investor networks.

This Buyer-Seller Meet was conceptualized to address precisely that gap—by facilitating meaningful linkages between sellers from Sikkim and buyers, investors, and policy influencers from Gujarat. It served as a strategic platform to showcase Sikkim's unique products, explore investment possibilities, and establish procurement partnerships across industries.



2. Event Overview

The **Sikkim Reverse Buyer-Seller Meet 2025** was a first-of-its-kind initiative organized in Ahmedabad to bridge the gap between the northeastern and western regions of India through targeted business engagement. The event was conceptualized and executed by the Government of Sikkim in Collaboration with Confederation of Indian Industry (CII), Sikkim Chapter, and with the strategic support of Invest India.

This comprehensive programme was designed to promote Sikkim as a vibrant and investment-ready state, while facilitating access to larger markets for Sikkimese entrepreneurs. It focused on creating meaningful linkages through structured dialogues, product showcases, and industry interactions.



Shri Tshering Thendup Bhutia, Hon'ble Minister for Commerce & Industries and Tourism & Civil Aviation, Government of Sikkim, was the **Chief Guest** of the **Sikkim Reverse Buyer-Seller Meet 2025** and had inaugurated the exhibition.

The event featured four key components:

- A high-level **Conference on Business Partnerships and Investment** opportunities in Sikkim
- A **Product Exhibition** showcasing over 20 enterprises from Sikkim
- Dedicated **B2B and B2G meetings** designed to foster commercial partnerships, procurement relationships, and cross-regional collaboration.
- Industrial Site visit



The event witnessed active participation from **over 190 delegates**, including business leaders, industry experts, government officials, and MSMEs from both Gujarat and Sikkim, leading to several potential collaborations and investment inquiries.

3. Conference on Business Partnerships and Investment in Sikkim

The first day of the Sikkim Reverse Buyer-Seller Meet 2025 conference commenced with welcome remarks by **Mr. Sony Virdi**, Chairman, CII Sikkim State Council and Founder, Zion Education Trust. In his address, Mr. Virdi set the context for the day's discussions by highlighting Sikkim's emergence as India's first fully organic state and a model for sustainable development. He emphasized the state's strengths in organic agriculture, eco-tourism, renewable energy, and high-value artisanal sectors. Drawing attention to the natural complementarities between Gujarat's robust industrial base and Sikkim's green economy, Mr. Virdi underscored the potential for meaningful cross-regional collaboration. He also commended the visionary leadership of Hon'ble Prime Minister Shri Narendra Modi in integrating the North-East into India's growth narrative and acknowledged Sikkim's focused efforts in advancing infrastructure and economic development.



This was followed by an address by **Mr. Vinod Agrawal**, Convenor – Policy Advocacy, Ease of Doing Business & Economic Affairs Panel, and Past Chairman, CII Gujarat State Council. Mr. Agrawal spoke on the synergies between Gujarat and Sikkim, noting Gujarat's domain expertise in sectors such as **agro-processing, pharmaceuticals, skill development, tourism infrastructure, and renewable energy**. He remarked that these strengths align closely with Sikkim's sustainable development goals. He described Gujarat as "one of India's most vibrant industrial hubs" and Sikkim as "a beacon of opportunity in the North-East," reinforcing the importance of strategic partnerships between the two states.



A **Special Address** was delivered by **Mr. M. Ravikumar**, Principal Director of MSME, Department of Commerce & Industries, Government of Sikkim. Mr. Ravikumar provided a comprehensive overview of the state's MSME development strategy, highlighting a conducive policy environment supported by the **UNNATI scheme** and targeted financial incentives to attract and promote industrial investment. He emphasized the government's commitment to fostering entrepreneurship and facilitating ease of doing business. His address was

complemented by a video presentation showcasing **Sikkim's investment potential**, with a focus on key growth sectors such as **artificial intelligence, food processing, and the creative economy**.



Shri Tshering Thendup Bhutia, Hon'ble Minister for Commerce & Industries and Tourism & Civil Aviation, Government of Sikkim, presented the state's strategic vision for industrial development and investment during his keynote address. He emphasized the importance of fostering collaborative opportunities between Sikkim and Gujarat, highlighting the potential for mutual growth and shared benefits.

The Minister noted that Gujarat's well-established industrial ecosystem can serve as a valuable model for Sikkim, particularly in areas such as manufacturing, technology, and export strategies. In turn, Sikkim offers Gujarat-based enterprises unique opportunities in organic farming and sustainable tourism—sectors in which the state has developed notable expertise.

In his inaugural remarks, the Minister reaffirmed Sikkim's commitment to inclusive and sustainable economic development. He outlined the state's key industrial priorities and extended a formal invitation to businesses from Gujarat to explore investment opportunities in Sikkim.



The Plenary Session on "The Future of Industries, Trade and Commerce in Sikkim" followed, offering sectoral insights into the evolving landscape of industry and trade within the state.

The session was moderated by **Ms. Sradha Sharma Rajan**, Co-Chair of the CII Sikkim State Council and Director of Skipping Stones Pvt. Ltd., and featured insightful contributions from **Mr. Hemant Khatiwada**, Joint Secretary, Department of Commerce & Industries, Government of Sikkim; **Dr. N. Karunamoorthy**, Director, K P Group; and **Ms. Kime Bune**, Assistant Vice President at Invest India, who delivered a focused presentation on Sikkim's investment ecosystem. Experts from



both the public and private sectors shared perspectives on evolving market demands, investment viability, and the integration of Sikkimese products into broader supply chains. The session also highlighted successful business models, emerging trends, and technologies crucial to the state's development trajectory.

4. Product Exhibition

One of the most engaging components of the Sikkim Reverse Buyer-Seller Meet 2025 was the **Product Exhibition**, which served as a vibrant showcase of Sikkim's rich and diverse entrepreneurial ecosystem. The exhibition was **officially inaugurated by Shri Tshering Thendup Bhutia, Hon'ble Minister for Commerce & Industries and Tourism & Civil Aviation, Government of Sikkim.**



The exhibition featured the participation of **over 20 enterprises from Sikkim**, spanning a variety of sectors. Their offerings reflected the state's emphasis on organic, sustainable, and culturally rooted products. The exhibition included:



Organic and Natural Products: A wide range of organic teas, spices, herbal products, and packaged food items that underscored Sikkim's status as India's first fully organic state.

Traditional Handicrafts and Handloom: Intricately designed handwoven textiles, bamboo crafts, woodwork, and locally made decor items reflecting the artisanal heritage of Sikkim.

Innovative Startups and MSME Products: A number of young and emerging enterprises showcased contemporary products and services rooted in local innovation, sustainability, and eco-conscious practices.





The exhibition attracted continuous footfall throughout the day from buyers, distributors, and business representatives from Gujarat and surrounding states. It provided Sikkimese businesses a direct platform to gain buyer feedback, explore distribution opportunities, and understand broader market expectations.



By showcasing authentic Sikkimese products, the exhibition served as a catalyst for new trade relationships and commercial growth. It also highlighted how such curated platforms can bridge geographic and economic distances, enabling small producers from the northeast to access buyers in the western region.



5. BUSINESS MEETINGS

One of the central pillars of the **Sikkim Reverse Buyer-Seller Meet 2025** was the meticulously organized **Business-to-Business (B2B)** and **Business-to-Government (B2G)** engagement sessions. These interactions transformed the event from a conventional exhibition into a dynamic business development platform, fostering practical, action-oriented discussions between Sikkimese entrepreneurs, potential buyers, and government stakeholders.

5.1 B2B Meetings: Building Trade Linkages

The B2B meetings brought together **Sikkimese producers, MSMEs, and startups** with **buyers, distributors, and procurement representatives** from Gujarat and other parts of western India. These one-on-one meetings enabled Sikkim's business community—many of whom operate in remote regions of the state—to present their products and services directly to interested commercial entities.



Participants from Sikkim included businesses specializing in:

- **Organic food products** such as teas, spices, herbs, and nutraceuticals;
- **Sustainable lifestyle products** including textiles, handicrafts, and eco-friendly packaging;
- **Tourism and hospitality services**, offering tie-ups for wellness and ecotourism ventures;
- **Innovation-driven startups** focusing on sustainable technologies and rural solutions.

On the Buyer side, participation included:

- Large and mid-size **retail chains, FMCG companies, hospitality groups, and e-commerce players**;
- **Export houses** seeking organic and artisanal products;
- Business representatives from **agribusiness, healthcare, textile, and food processing** sectors.

These meetings offered buyers an opportunity to explore a curated pool of high-quality, differentiated products, negotiate terms, and initiate procurement discussions. For Sikkimese sellers, it was an invaluable opportunity to understand buyer expectations, discuss pricing strategies, branding, and compliance requirements for entering mainstream and export markets.

Several participants reported immediate interest and the possibility of follow-up orders, long-term supply agreements, and distribution partnerships. The meetings not only enabled transaction-based outcomes but also opened up doors for future collaborations and joint ventures.

5.2 (a) B2G Meetings (with Senior Government Officials from Sikkim)

In parallel, **B2G meetings** facilitated structured discussions between business stakeholders and senior officials from the **Government of Sikkim**, particularly from the **Department of Commerce & Industries** and **MSME Directorate**. These meetings were designed to address investor concerns, clarify policies, and explore potential areas for government-supported partnerships. *The list of Industry Members participated in the B2G Meetings, is annexed to the report as Annexure I.*



Key discussion points included:

Investment facilitation mechanisms in Sikkim, including single-window clearances and incentives under the state's industrial policy;

Land availability, infrastructure, and logistics for setting up manufacturing or agro-processing units in the state;

MSME support schemes, such as access to credit, subsidies, and market development assistance;

Tourism infrastructure development, with a focus on joint ventures in eco-resorts and homestay aggregators;

Opportunities for Gujarat-based companies to partner in skilling, supply chain development, and public procurement initiatives.

These meetings were particularly useful for Gujarat-based industrial players who were exploring entry into Sikkim but needed clarity on operational and regulatory aspects. Government representatives assured the business community of handholding support, policy flexibility, and a collaborative approach to ease-of-doing-business.



5.2(b) B2G Meetings with the Hon'ble Minister

On the sidelines of the conference, a one-on-one meeting was also held with the **Hon'ble Minister Shri Tshering Thendup Bhutia, Minister of Commerce & Industries and Tourism & Civil Aviation, Government of Sikkim**, and select members of the CII Gujarat industry delegation. *The list of Industry Members participated in the Meeting, is annexed to the report as Annexure II*



The discussions laid a strong foundation for future collaboration, with stakeholders exploring avenues in sourcing, market expansion, and long-term investment partnerships.

A key highlight of the Business-to-Government (B2G) interactions was a closed-door session between the Hon'ble Minister and select senior members of CII Gujarat. This high-level dialogue enabled focused discussions on strategic areas of cooperation, including:



- Joint promotion and development of organic product clusters,
- Procurement partnerships linking Gujarat's large-scale industries with Sikkimese supplier



Strategic Importance

Together, the B2B and B2G components of the meet created a **holistic ecosystem for business development**, where trade conversations were reinforced by policy support and institutional engagement. These sessions demonstrated how decentralized, regional business events—when well-executed—can lead to:

- Concrete business leads and supply agreements;
- Greater mutual understanding of market dynamics;
- Catalytic investment interest in underexplored regions like Sikkim;
- A stronger alignment between government policy and industry needs.

In essence, these engagements transformed the Reverse Buyer-Seller Meet into a **real-time platform for collaboration**, nurturing a relationship-based model of commerce rooted in shared goals and sustainable growth.

6. FIELD VISITS AND LEARNINGS (DAY 2 SUMMARY)

The second day of the Sikkim Reverse Buyer-Seller Meet 2025 was designed as an **industry exposure and learning day**, aimed at deepening the understanding of industrial operations, supply chain management, and manufacturing practices among the visiting delegation from Sikkim. It offered a rare opportunity for Sikkimese entrepreneurs, government officials, and CII representatives to gain first-hand insight into **cutting-edge industrial ecosystems** in Gujarat—India's manufacturing heartland.

Visit to KHS Machinery Pvt. Ltd.

KHS Machinery Pvt. Ltd is a globally renowned manufacturer and supplier of filling and packaging systems for the beverage, food, and non-food industries. A subsidiary of **Salzgitter AG, Germany**, KHS represents some of the most advanced automation and engineering capabilities in packaging and bottling systems.



During the visit, the delegation toured the plant's major production units, witnessing:

- **Automated packaging lines** for PET and glass bottles
- **High-speed filling and labelling technology**
- **Sustainability-driven innovations**, including recyclable materials and energy-efficient systems
- **Warehouse and inventory management systems** using lean practices

The team from KHS also delivered a **technical briefing**, explaining their business model, export operations, and the integration of digitization and AI in modern manufacturing. For many of the Sikkimese entrepreneurs—especially those in food processing and beverage sectors—this visit was a highly educational experience, offering insights into scaling up operations, quality assurance practices, and international standards compliance.

7. Key Takeaways

The **Sikkim Reverse Buyer-Seller Meet 2025** produced a wide array of tangible and intangible outcomes, reaffirming its value as a strategic initiative to strengthen regional economic integration and enhance market connectivity for Sikkim's entrepreneurs. The event not only fulfilled its stated objectives but also laid the groundwork for long-term collaborations, investments, and knowledge exchange between Sikkim and Gujarat.

1. New Market Opportunities for Sikkimese Entrepreneurs

- Enabled entrepreneurs to connect with larger markets in Gujarat
- Discussions held with major buyers and retail chains
- Enhanced brand visibility for local products of Sikkim
- Expressions of interest received for Organic spices and teas, Bamboo and handloom crafts, Nutraceuticals.

2. Investment Interest in key Sectors

- Investors expressed interest in Sikkim's Organic farming and agro-processing and Eco & wellness tourism
- Gujarat businesses explored opportunities in Joint ventures, Supply chain partnerships, Contract farming etc.

3. Strengthened MSME Ecosystem and Business Confidence

- Significantly boosted confidence among Sikkimese MSMEs
- Participation at a high-level platform led to Validation of product quality & business readiness and Insights into buyer expectations, pricing strategies, and packaging standards

4. Long-Term Institutional Partnerships

- Support for policy-level engagements and knowledge exchange
- Capacity-building support for participating MSMEs

5. Industrial site visit provided an excellent exposure and learning to Sikkim's entrepreneurs and officials on the advanced manufacturing setups, sparking ideas for process improvements and technology adoption.

The success of this event has also encouraged discussions around **replicating the model in other metros**, expanding Sikkim's exposure to broader national and international markets.

CONCLUSION

The **Sikkim Reverse Buyer-Seller Meet 2025**, held at Hotel Taj Skyline, Ahmedabad, was a landmark event that successfully bridged the economic and geographic distance between the northeastern state of Sikkim and the industrial powerhouse of Gujarat. More than just a transactional marketplace, the event served as a **strategic convergence point** for policy makers, entrepreneurs, industry leaders, and investors to envision and initiate collaborative pathways for inclusive and sustainable development.

The initiative showcased the immense potential of Sikkim's MSME and startup ecosystem, rooted in organic agriculture, clean industries, traditional crafts, and eco-tourism. By connecting these enterprises with established buyers and industrial leaders in Gujarat, the event created direct and immediate

commercial opportunities, while also planting seeds for long-term business relationships and investment pipelines.

What set this meet apart was its **comprehensive and future-oriented approach**—combining a high-level investment conference, a well-curated exhibition of Sikkimese products, and focused B2B and B2G engagements. This blend ensured that conversations moved beyond product showcases to explore systemic collaborations, including investment facilitation, public-private partnerships, procurement linkages, and capacity building.



The presence and leadership of **Shri Tshering Thendup Bhutia, Hon'ble Minister for Commerce & Industries and Tourism & Civil Aviation, Government of Sikkim**, along with senior government officials and CII leadership, gave the event a high level of credibility and policy support. The active participation of larger number delegates and sustained engagement throughout the event demonstrated both the market

interest in Sikkimese products and the strategic relevance of building cross-regional trade relationships within India.

The field visits and closed-door discussions further enhanced the experiential learning and strategic value for the Sikkimese delegation, many of whom were engaging with such industrial networks for the first time.

The Sikkim Reverse Buyer-Seller Meet was, therefore, a strong step forward in reshaping regional economic narratives. It demonstrated that even small, ecologically sensitive states like Sikkim can emerge as serious contenders in the national business landscape—provided they are equipped with the right platforms, partnerships, and policy support.

List of Participants of B2G Meetings (with Senior Govt officials)

S. No	Name	Organization	Designation
1	Mr Hemal Shah	Moweb Technologies P Ltd	Director
2	Mr Dhaval Shah	Rupiya Finnovations Pvt Ltd	CEO
3	Mr Vishal Gosai	Fibre Glass Processors	Director
4	Mr Ketan Shah	Devantya Tecknow Consulting	Founder CEO
5	Mr Chinmay Modi	Aksharvarni Overseas	Founder
6	Mr Manan vyas	Avinya Leather	Founder
7	Mr Hanu Vala	Elite Conveyor Systems	Director
8	Mr Arun Mathai Murette	Fulcrum Social Solutions Llp	Director
9	Mr Manish Pandya	Nileforge Technology Pvt Ltd	Founder & Managing Director
10	Mr Vijay Jain	Power One Micro System P Ltd	Regional Head
11	Mr Nirav Mahadevia	Technopolis Townships Pvt Ltd	Director
12	Mr Vijay Mahavir Jain	Arihant Renewable	Regional Head
13	Mrs Swati Mistry	Missar Systems	Head of Operation
14	Mr Ketan Dave	Aakar Architectural & Industrial Model	Proprietor
15	Mr Upendra Singh	Bridge Business Chambers Industry Federation	Executive Vice President
16	Dr Ashish Mandlik	Mandlik Brotherhood Pvt Ltd	Director
17	Mr Sagar Sejpal	Kanase Group	Director and CEO
18	Mr Abhishek Raj	Vruux	Digital Transformation Consultant
19	Mr Ravi Swamy	Bhanu Defence Services Pvt Ltd	CEO & MD
20	Mr Chandulal Sadhu	Aitsil Spv Pvt Ltd	Chairman
21	Mr Jignesh Raviya	Mark Furnish	-
22	Mr Sushil Joshi	Fair Mate	Commercial Manager
23	Mr Kaushal Patel	Corporate Hr Services	Managing Director
24	Mr Harish Shimpi	Pustron	Head Tech & Development
25	Mr Mukesh Makwana	Gujarat Pickers Industries Limited	-
26	Mr Hardik Patel	Natural Storage Solution Pvt Ltd	Sr Engineer - Marketing
27	Mr Mukesh Agrawal	Agrolt Solutions	COO
28	Mr Lalit Bhalotia	Omagiri	Technical Coordinator
29	Mr Prashant Vaghela	Axis Structures & Engineering	-
30	Ms Priti Chavan	Universal Edge Services	Founder
31	Mr Archit Somani	Tracomo	-
32	Mr Bhargav Chavda	Param Business Solutions	Founder
33	Mr Gaurang Trivedi	Gujarat Pollution Control Board	Dy chief env eng

List of Participants of the Minister's Meeting

S. No	Name	Designation	Organization
1	Mr. Vinod Agrawal	Chairman & Managing Director	Arunaya Organics Private Limited
2	Mr. Aalok Chokshi	Director	Tacklers Engineering Pvt. Ltd
3	Mr. Amit Joshi	Executive Director	Max Industries
4	Mr. Anuj Prajapati	Executive Director	Shree Brahmani Industries
5	Mr. Arun Mathai Murette	Co-CEO	Fulcrum – Capitalising CSR
6	Mr. Pankaj Pawar	Executive Director	Alliance Food Engineering Consultant Pvt. Ltd
7	Dr. N. Karunamoorthy	Director	KP Group
8	Mr. Sunil Dave	President	BC Instruments Pvt. Ltd