

FOCUS LAC

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FOCUS LAC

OVERVIEW OF LATIN AMERICAN REGION

The Latin America of today has changed fundamentally and irreversibly. The Governments of Latin America have opened up their markets and reduced import tariffs. They are privatizing their state enterprises. They are according priority to the modernization/improvement of existing infrastructure and creation of new infrastructure for the growth and development of the region. The Latin American countries are convinced and have realized India's export capabilities and the advantages of doing business with India. The Latin American countries look forward to countries like India more seriously for imports at affordable prices.

Opportunities in the Latin American region

The trade opportunities present in the Latin America emanate from following facts¹:

- Latin America and the Caribbean will grow by around 1.9 % in 2009, after a growth of 4.6 % in 2008, according to the Economic Commission for Latin America and the Caribbean (ECLAC).
- Between 2003 to 2008 , the region's economy grew by an average of almost 5% per year with per capita GDP increasing by over 3% per year. This growth is coupled with improvements in labour – market indicators and reduction in poverty.
- During 2008, economic growth has been spread across Latin America and the Caribbean, ranging from 3% to 7% for the most of countries. Panama, Peru and Uruguay have shown growth rates over 9%. On the other hand Bahamas , Barbados, Jamaica , Haiti and Mexico , have grown by less than 3 %.
- According to ECLAC, total merchandise exports of Latin America in 2008 were US\$ 901.386 billion and their total merchandise imports were US \$ 857.504 billion.
- India's exports to Latin America was US\$ 5.66 billion in 2007-08. Exports to Brazil are around US\$ 2.51 billion mark during the same financial year.
- Brazil, Mexico, Argentina, Chile, Peru, Venezuela, Colombia, Ecuador , Trinidad & Tobago and Panama were major destinations for our exports during 2007-08.
- India has signed two Preferential Trade Agreement (PTAs), one with MERCOSUR (trade bloc of Argentina, Brazil, Paraguay and Uruguay) on January 25, 2004 (its Annexes incorporated on March 19, 2005), and other with Chile on March 8, 2006.
- The Latin American countries are welcoming the entry of Indian companies in their markets. Steel, energy, pharmaceuticals and IT are the main sectors of Indian investments in the region.
- Activation of regional trade arrangements such as MERCOSUR (Southern Cone Common Market), Andean Pact (Andean Common Market), CACM (Central American Common Market), CARICOM (Caribbean Community), EAI (Enterprise for the Americas Initiative), LAIA (Latin American Integration Association) and NAFTA (North American Free Trade Agreement).
- Traditionally, relations between India and the countries of Latin America have remained close and cordial. However, commercial relations have not grown commensurately. The main reasons affecting our trade with this region are: distance, language barriers, inadequacy in the exchange of information and the absence of economic shipping and air links.

Countries in the Latin American Region

The Latin American region comprises of following 43 South American, Central American and Caribbean countries..

¹ Source of statistics of Latin American economy is the Economic Survey of Latin America and the Caribbean published by Economic Commission for Latin America and the Caribbean (ECLAC)

- | | |
|----------------------------|------------------------------|
| 1. Argentina | 2. Brazil |
| 3. Chile | 4. Uruguay |
| 5. Paraguay | 6. Bolivia |
| 7. Venezuela | 8. Ecuador |
| 9. Colombia | 10. Costa Rica |
| 11. Peru | 12. Guatemala |
| 13. El Salvador | 14. Nicaragua |
| 15. Honduras | 16. Belize |
| 17. Barbados | 18. Jamaica |
| 19. Guyana | 20. Antigua |
| 21. Trinidad & Tobago | 22. Grenada |
| 23. Dominica | 24. St. Kitts-Nevis-Anguilla |
| 25. Montserrat | 26. St. Vincent |
| 27. St. Lucia | 28. Bermuda |
| 29. Bahamas | 30. Cayman Islands |
| 31. British Virgin Islands | 32. Dominican Republic |
| 33. Cuba | 34. French Guiana |
| 35. Falkland Islands | 36. Haiti |
| 37. Guadeloupe | 38. Netherlands Antilles |
| 39. Martinique | 40. Suriname |
| 41. Panama | 42. Turks and Caicos Island |
| 43. US Virgin Islands | |

Brief profiles of major Latin American countries are presented at *Annex I* (source of information: World Fact Book).

International Trade of the Latin American region

The international trade of the Latin American countries has been showing an increasing trend as may be seen from the following data:

(Values in million US\$)

YEAR	EXPORT VALUES	EXPORT GROWTH (%)	IMPORT VALUES	IMPORT GROWTH (%)	TOTAL TRADE
1999	305868	5.71	316702	-3.79	622570
2000	367080	20.01	367723	16.11	734803
2001	351535	-4.23	359333	-2.28	710868
2002	354676	0.89	335235	-6.71	689911
2003	387528	9.26	346461	3.35	733989
2004	477437	23.20	420891	21.48	898328
2005	575340	20.51	497774	18.27	1073114
2006	680049	18.20	588212	18.17	1268261
2007	762781	14.83	698519	22.34	1461300
2008	901386	18.17	857504	22.76	1758890

(Data source: ECLAC)

The total export of the Latin American region rose from US\$ 305 billion in 1999 to US\$ 901 billion in 2008 recording an increase of 195.4 %. The import of the Latin American region have also grown from US\$ 316 billion in 1999 to US\$ 857 billion in 2008 recording an increase of 171.2 %.

FOCUS LAC PROGRAMME: AN INTEGRATED EFFORT

Objective Of “Focus: LAC” Programme

Considering the potential of the market in the Latin American region, an integrated programme “Focus:LAC” was launched in November 1997 by the Commerce Ministry. The Programme has been reviewed from time to time and extended up to March , 2014. This programme aims at :

- Sensitizing the organizations viz. Export Promotion Councils, Chambers of Commerce & Industry, EXIM Bank, ECGC etc. involved in trade promotion efforts.
- Granting various incentives to Indian exporters and launching of export promotion measures
- Focussing on the Latin American region, with added emphasis on major trading partners of the region.
- Focussing on the following major product groups for enhancing India’s exports to the Latin American region:
 - Textiles including ready-made garments, carpets and handicrafts
 - Engineering products and computer software
 - Chemical products including drugs/pharmaceuticals

Components Of “Focus:LAC” Programme

The Focus:LAC programme may be broadly categorized as under:

- A. Institutional mechanism.
- B. Improved market access.
- C. Economic infrastructure facilities.

India’s exports to the Latin American region are proposed to be enhanced through integrated efforts of the Government of India, India Trade Promotion Organisation, Export Promotion Councils, Apex Chambers of Commerce & Industry, Indian Missions and Institutions such as EXIM Bank, ECGC etc. A series of meetings with CII, FICCI, EPCs and other trade bodies have been held with a view to organizing seminars, securing participation in fairs, holding catalogue shows/BSMs and sending/inviting delegations. Similarly, meetings have been held in the sectors of shipping and civil aviation to initiate measures to improve the transport links. Discussions have also been held with RBI/Commercial banks, Exim Bank, ECGC for effecting improvements in the financial and banking sectors.

A. Institutional Mechanisms

1. Measures taken by the Government of India

(i) Preferential Trade Agreement (PTA)with MERCOSUR

A Framework Agreement was signed between India and MERCOSUR on June 17, 2003 at Asuncion, Paraguay. The aim of this Framework Agreement is to create conditions and mechanisms for negotiations in the first stage, by granting reciprocal tariff preferences and in the second stage, to negotiate a free trade area between the two parties in conformity with the rules of the World Trade Organisation.

As a follow up to the Framework Agreement, a Preferential Trade Agreement (PTA) was signed in New Delhi on January 25, 2004. The aim of this Preferential Trade Agreement is to expand and strengthen the existing relations between MERCOSUR and India and promote the expansion of trade by granting reciprocal fixed tariff preferences with the ultimate objective of creating a free trade area between the parties.

The India-MERCOSUR PTA provides for five Annexes. These five Annexes have been signed between the two sides on March 19, 2005. The five Annexes are: Offer List of MERCOSUR, Offer List of India, Rules of Origin, Safeguard Measures and Dispute Settlement Procedure.

Under this PTA, India and MERCOSUR have agreed to give tariff concessions, ranging from 10% to 100% to the other side on 450 and 452 tariff lines respectively.

The major product groups covered in the offer of MERCOSUR are food preparations, organic chemicals, pharmaceuticals, essential oils, plastics & articles thereof, rubber and rubber products, tools and implements, machinery items, electrical machinery and equipments. The major products covered in our offer list are meat and meat products, inorganic chemicals, organic chemicals, dyes & pigments, raw hides and skins, leather articles, wool, cotton yarn, glass and glassware, articles of iron and steel, machinery items, electrical machinery and equipments, optical, photographic & cinematographic apparatus.

Government of all member countries of MERCOSUR (viz. Argentina, Brazil, Paraguay and Uruguay) have ratified India- MERCOSUR PTA. India- MERCOSUR PTA came into effect from 1st June, 2009.

Meanwhile, through IBSA Declaration made by the Heads of India, Brazil and South Africa on September 13th 2006, it was agreed that India-MERCOSUR PTA would be expanded by increasing the number of products covered and increasing the tariff concessions agreed by each side. A preliminary discussion to work out the modalities of the expansion was held at New Delhi during November 15 and 16, 2006.

(ii) Preferential Trade Agreement (PTA) with Chile

A Framework Agreement to Promote Economic Cooperation between India and Chile was signed on January 20, 2005. The Framework Agreement envisaged a Preferential Trade Agreement (PTA) between the two countries as a first step. The Framework Agreement also provides for a Joint Study Group to go into the issues relating to a Free Trade Agreement between the two sides.

As a follow up to the Framework Agreement, a PTA was finalized after four rounds of negotiations between the two sides. The last round of negotiations was held in New Delhi in November 2005. The PTA has two Annexes relating to the list of products on which the two sides have agreed to give fixed tariff preferences to each other and three Annexes relating to the Rules of Origin, Preferential Safeguard Measures and Dispute Settlement Procedures.

While India has offered to provide fixed tariff preferences ranging from 10% to 50% on 178 tariff lines at the 8 digit level to Chile, the latter have offered us a similar range of tariff preferences on 296 tariff lines at the 8 digit level.

The products on which India has offered tariff concessions relate to meat and fish products (84 tariff lines), rock salt (1 tariff line), iodine (1 tariff line), copper ore and concentrates (1 tariff line), chemicals (13 tariff lines), leather products (7 tariff lines), newsprint and paper (6 tariff lines), wood and plywood articles (42 tariff lines), some industrial products (12 tariff lines), shorn wool & noils of wool (3 tariff lines) and some others (7 tariff lines).

Chile's offer covers some agriculture products (7 tariff lines), chemicals and pharmaceuticals (53 tariff lines), dyes and resins (7 tariff lines), plastic, rubber and miscellaneous chemicals (14 tariff lines) leather products (12 tariff lines), textiles and clothing (106 tariff lines), footwear (10 tariff lines), some industrial products (82 tariff lines) and some other products (5 tariff lines).

India- Chile PTA came into force from August, 2007 in Chile and from September, 2007 in India.

During the first meeting of Joint Administrative Committee held in New Delhi on 2nd February, 2009 to review the implementation of India-Chile Preferential Trade Agreement (PTA), both sides agreed to initiate the process of deepening and widening of the agreed lists of the existing India- Chile PTA. Besides, both sides also showed their keen interest in exploring the possibility of entering into a Free Trade Agreement between two countries.

(iii) Enhanced Interaction:

Frequent interactions with important trading partners shall act as a catalyst for the private sector to explore and tap the export potential. The Government shall have increased frequency of interaction at the highest level with important trading partners. Trade/Economic Missions result in creating an awareness in the region regarding India's economic reforms, strengths of the Indian industry and its export capabilities. They also provide an impetus for businessmen to explore new markets. High-level trade missions are being mounted to the LAC region under the programme.

A brief on recent high level visits of trade and economic delegations to and from Latin America is at *Annex II*.

(iv) Joint Commissions/Committees

The following Joint Commissions/Committees exist with countries of the Latin American region:

- (a) Indo-Argentine Joint Commission
- (b) Indo-Argentine Joint Trade Committee
- (c) Indo-Mexican Joint Commission
- (d) Indo-Brazilian Commercial Council
- (e) Indo-Cuban Joint Commission
- (f) Indo-Cuban Trade Revival Committee
- (g) Indo-Suriname Joint Commission
- (h) Indo-Guyana Joint Commission
- (i) Indo-Venezuela Joint Commission
- (j) India- Brazil Trade Monitoring Mechanism (TMM)

In order to have increased frequency of interaction with important trading partners in the LAC region, the meetings of the Joint Commissions have to be held on a regular basis. Further, efforts would be made to set up consultative machineries with the other major countries in the region with a view to enhancing two-way trade.

(v) Commercial Attaché

India has set up Missions in 13 major countries in the LAC region. However, there was no commercial post in any of these Missions, to exclusively look after the trade related matters. Recently posts of one Marketing Assistant each in ten Missions in the LAC region has been provided. Efforts are being made to further strengthen these Missions for commerce and trade.

(vi) Measures by ITPO:

A cell in the ITPO has been created to act as a centre for Trade Development with the Latin American region. The role of the cell in the ITPO is (a) to deal exclusively with export promotion and development matters pertaining to the LAC region, (b) Organising fairs/exhibitions as a tool of market development & (c) Organising Buyer-Seller Meets (BSMs).

An office of the ITPO opened, in Sao Paulo in 2001, is acting as a central point for organising fairs/delegation visits to LAC. This office is also doing trade analysis in consultation with product specific EPCs.

2. Measures by apex trade bodies:

Joint Business Councils

FICCI/ASSOCHAM have increased interaction with their counterparts and hold meetings of the Joint Business Councils (JBCs) at regular intervals. CII also has regular interaction with their counterparts in the LAC region with whom they have signed MOUs. Simultaneously, seminars & conferences are being organized within India for creating awareness on the emerging markets of Latin America.

B. IMPROVED MARKET ACCESS

1. Foreign Trade Policy initiatives:

DOUBLE WEIGHT: For the purpose of recognition as Export House (EH), Star Export House (SEH), Trading House (TH), Star Trading House (STH) and Premier Trading House (PTH), double weight is given to exports being made to Latin American countries.

FOCUS MARKET SCHEME (FMS): To offset high freight cost and other externalities to select international markets with a view to enhance our export, exporters of all products through EDI enabled ports to notified countries (including 31 Latin American countries as mentioned in Appendix 37 C of Handbook of Procedures Volume 1) shall be entitled for Duty Credit scrip equivalent to 3.0% of FOB value of exports for each licensing year.

Details of above initiatives are available at website of Director General of Foreign Trade: www.dgft.delhi.nic.in.

2. Market Development Assistance (MDA):

The MDA guidelines have been revised from 1st April 2006 and the following provisions have been made in respect of Focus LAC:

(a) **Grant to Individual Exporters:** Under the Focus:LAC programme, the cost of built up stalls along with international air fare in economy/excursion class, shall be reimbursable to the member-exporting companies of Export Promotion Councils (EPCs), if eligible under MDA Guidelines, with an upper ceiling of Rs. 1,80,000/- per company per event for participating in Trade Fairs/Exhibitions in LAC led by EPCs, etc. . For EPCs, etc, led Trade Delegations/BSMs to LAC, only airfare by economy class upto a maximum of Rs. 1,00,000 shall be reimbursable.

(b) Participation in Fairs/Exhibitions in LAC region by EPCs:

Councils will be given 60% of the rent of the Council's central stall and other organising expenses for their participation in Fairs/Exhibitions in the LAC region, subject to a limit of Rs. 15 lakh per event. The airfare in economy/excursion class (excluding visa charges), DA as per MEA rates, Hotel Charges will be given on 100 % basis to one official of the Council for participation in the said events. Entertainment charges will also be given @ US\$ 500 for the Chairman of the Council and US\$ 250 for V.C./E.D./Add.ED as per MDA Guidelines.

However, if the event is conducted in more than one country during the same tour, additional expenses @ 60% of the rent and organizing expenses not exceeding Rs. 15 lakhs per country shall be allowed.

(c) BSMs/Trade Delegations to LAC sponsored by EPCs:

Assistance will be given to the Councils as applicable for participation in Fairs/Exhibitions.

(d) Reverse Trade visits of prominent foreign buyers/delegates/journalists to India for participation in BSMs/Exhibitions etc.

Return airfare of each delegate in economy class upto the entry point in India shall be reimbursable @ 100% subject to a ceiling of Rs. 1,00,000. 60% of the venue charges and other organizing expenses (excluding stay, DA, local travel, etc of the delegates) of the Reverse BSM will also be provided with a ceiling of Rs. 15 lakhs.

(e) Translation Facilities in foreign languages and vice versa:

60% of the total cost will be reimbursable.

(f) Product Catalogues in CD Rom:

60% of the total cost will be reimbursable.

3. Market Access Initiative (MAI) Scheme

Market Access Initiatives (MAI) Scheme is envisaged to act as a catalyst to promote India's export on a sustained basis. The scheme is formulated on focus product-focus country approach to evolve specific market and specific product through market studies/survey. Assistance would be provided to Export Promotion Organizations/ Trade Promotion Organizations/ National Level Institutions/ Research Institutions/ Universities/ Laboratories, Exporters, etc., for enhancement of export through accessing new markets or through increasing the share in the existing markets. Under the Scheme the level of assistance for each eligible activity has been fixed.

The following activities will be eligible for financial assistance under the Scheme:

- i) Marketing Projects Abroad
- ii) Capacity Building
- iii) Support for Statutory Compliances
- iv) Studies
- v) Project Development
- vi) Miscellaneous

Under the Scheme, financial assistance may be given to:

- Departments of Central Government and Organization of Central/ State Governments including Indian Missions abroad
- Export Promotion Councils
- Registered Trade Promotion Organization
- Commodity Boards
- Apex Trade Bodies recognized under Foreign Trade Policy of Government of India
- Recognized Industrial & Artisan Clusters
- Individual Exporters (only for statutory compliance etc.)
- National Level Institutions (e.g. Indian Institute of Technologies (IITs), Indian Institute of Management (IIMs), National Institute of Designs (NIDs), NIFT etc.) Research Institutions/ Universities/Recognized laboratories, etc.

4. Information support:

NCTI shall provide:

- Information support in co-ordination with UNCTAD Trade Points.

- Product Catalogues
- Trade Data

C. Economic infrastructure facilities.

1. ECGC Cover:

The Export Credit Guarantee Corporation of India (ECGC) undertakes periodically a comprehensive review of the grading of the countries based on the methodology of risk scoring. As per ECGC Country Risk and Cover Policy on LAC region (reviewed as on 20.03.2009), sixteen (16) Latin American countries have been placed in low risk categories of 'A1' and 'A2'. No country has been placed in very high-risk category of 'D'. Details of ECGC cover are available at website of ECGC: www.ecgcindia.com

2. Lines of Credit:

EXIM Bank extends Lines of Credit (LOCs) to overseas financial institutions, regional development banks, sovereign governments and other entities overseas, to enable buyers in those countries, to import goods and services from India on deferred credit terms. The Indian exporters can obtain payment of eligible value from EXIM Bank, without recourse to them, against negotiation of shipping documents. LOC is a financing mechanism that provides a safe mode of non-recourse financing option to Indian exporters, especially to SMEs, and serves as an effective market entry tool. Details of Lines of Credit are available at website of EXIM Bank: www.eximbankindia.com

The EXIM Bank has currently extended thirteen lines of credit to the following banks/Governments in the LAC region (as on 10.11.2009):-

S.N.	Borrower	Amount of Credit
1.	Banco de Comercio Exterior de Colombia S.A. (Bancoldex), Colombia	US\$ 10 mn.
2.	Corporacion Andina de Fomento (Andean Development Corporation) (covering Bolivia, Colombia, Ecuador, Peru and Venezuela)	US\$ 10 mn.
3.	Banco Nacional De Comercio Exterior S.N.C. (Bancomext), Mexico	US\$ 10 mn.
4.	Central American Bank for Economic Integration (covering Honduras, Nicaragua, Guatemala, El Salvador and Costa Rica)	US\$ 10 mn.
5.	Banco Bradesco S.A., Brazil	US\$ 10 mn.
6.	Republic Bank Ltd., Trinidad & Tobago	US\$ 8 mn
7.	Uniao De Bancos Brasileiros S.A. (Unibanco), Brazil	US\$ 10 mn
8.	Government of Suriname	US\$ 16 mn
9.	Government of Guyana	US\$ 19 mn.
10.	Government of Honduras	USD 30 Mn.
11.	Government of Guyana	US\$ 2.10 mn
12.	Government of Jamaica	US\$ 7.5 mn
13.	Government of Suriname	US\$ 10.40 mn
14.	Government of Suriname	US\$ 10.59 mn
15.	Government of Suriname	US\$ 4.30 mn

The Exim Bank shall continue to explore the possibilities of extending further lines of credit to selected commercial banks in Latin American countries.

EFFECTIVENESS OF THE FOCUS LAC PROGRAMME

Indo-Latin American Trade

In spite of various constraints, India's trade with the region during the last few years has been growing rapidly. Our trade with the region has increased from US\$ 1596.11 million in 1999-2000 to US\$ 15752.47 million in 2008-09, registering an increase of about 887 % in a decade. India's trade with the region during these years has been as follows:

(Values in million US\$)

YEAR	EXPORT VALUES	IMPORT VALUES	TOTAL TRADE	BALANCE OF TRADE
1999-2000	659.36	936.75	1596.11	-277.4
2000-2001	1018.91	713.64	1732.55	305.27
2001-2002	960.30	1006.17	1966.47	-45.87
2002-2003	1295.80	1046.04	2341.84	249.76
2003-2004	1138.81	1192.67	2331.48	-53.86
2004-2005	2160.71	2054.80	4021.51	105.91
2005-2006	2993.47	2662.75	5656.22	330.72
2006-2007	4274.85	6061.39	10336.24	-1786.54
2007-2008	5,657.77	6,557.85	12,215.62	-900.09
2008-2009	6,008.33	9,744.14	15,752.47	-3,735.81

(Data source: DGCI&S, Kolkata)

This region accounts for about 3.38% of world trade. However, the region is not a significant trading partner of India. During 2008-09 Latin America had a share of 3.29 % in India's global exports and a share of 3.34 % in India's global imports. Since 2004-05, our exports with the LAC region has been showing a continuously rising trend

India's Exports to Latin America

India's exports to the Latin American countries have grown at a rapid pace during the last decade. The percentage share of India's exports to this region has also shown an increasing trend. The %age share of India's exports to Latin America in its global exports has increased from 1.79 % in 1999-2000 to 3.29 % in 2008-09. The growth of our exports and the share of exports to the region in India's global exports during the last 10 years are as follows:

(Values in million US\$)

YEAR	EXPORTS TO LAC	TOTAL EXPORTS	PERCENTAGE SHARE
1999-2000	659.36	36822.49	1.79
2000-2001	1018.91	44560.29	2.28
2001-2002	960.30	43826.73	2.19
2002-2003	1295.80	52719.43	2.45
2003-2004	1138.81	63842.97	1.78
2004-2005	2160.71	83535.94	2.58
2005-2006	2993.47	103090.54	2.90
2006-2007	4274.85	126331.09	3.38
2007-2008	5,657.77	162,904.15	3.47
2008-2009	6,008.33	182,630.50	3.29

(Data source: DGCI&S, Kolkata)

India's Imports from Latin America

India's imports from the Latin American region have increased from US\$ 936.75 million in 1999-2000 to US\$ 9,744.14 million in 2008-09 registering a growth of about 940 %. The imports from the Latin American region and the share of that in India's global imports during the last 10 years are as follows:

(Values in million US\$)

YEAR	IMPORTS FROM LAC	TOTAL IMPORTS	PERCENTAGE SHARE
1999-2000	936.75	49738.08	1.88
2000-2001	713.64	49974.75	1.43
2001-2002	1006.17	51413.29	1.96
2002-2003	1046.04	61412.13	1.70
2003-2004	1192.67	78149.62	1.53
2004-2005	2054.80	111517.44	1.84
2005-2006	2662.75	149165.73	1.79
2006-2007	6061.39	190565.97	3.18
2007-2008	6,557.85	251,439.11	2.61
2008-09	9,744.14	291,474.53	3.34

(Data source: DGCI&S, Kolkata)

Major Trading Partners

Venezuela, Brazil, Chile, Argentina, Peru, Trinidad, Colombia, Panama, Ecuador and Costa Rica are India's top ten trading partners in LAC region constituting approximately 93% of the total trade with the region.

The FOCUS: LAC programme aims at focusing on the Latin American region, with added emphasis on the major trading partners of the region. India's trade with these trading partners in LAC is given below:

(in million US \$.)

S.No.	Country	2007-2008			2008-2009(P)		
		Exports	Imports	Total trade	Exports	Imports	Total trade
1	VENEZUELA	143.59	397.09	540.68	179.48	4,017.80	4197.28
2	BRAZIL	2,517.78	948.82	3466.6	2,549.69	1,183.02	3732.71
4	CHILE	249.61	1,843.74	2093.35	386.31	1,448.67	1834.98
5	ARGENTINA	289.68	905.87	1195.55	346.96	510.05	857.01
6	PERU	286.99	157.23	444.22	302.02	264.59	566.61
7	TRINIDAD	136.09	174.36	310.45	312.27	101.96	414.23
8	COLOMBIA	757.7	83.89	841.59	365.13	17.62	382.75
9	PANAMA REPUBLIC	68.44	249.92	318.36	121.56	140.63	262.19
10	ECUADOR	55.4	216.77	272.17	125.71	32.5	158.21
11	COSTA RICA	31.67	88.43	120.1	33.94	73.88	107.82

Major Items of Exports to LAC countries

The important items of export to this region are petroleum (crude & products); drugs, pharmaceuticals & fine chemicals; transport equipments; machinery and instruments; inorganic/organic/agro chemicals; manmade yarn, fabrics, made-up; cotton yarn, fabrics, made-up etc; manufactures of metals, plastic & linoleum products, primary & semi-finished iron & steel;

rubber manufactured products except footwear. Besides, India also exports handicrafts items, sports goods, electronic items, gems & jewellery and spices to Latin America.

Major items of Imports from LAC countries

India's major imports from the region are metalliferous ores & metal scrap; crude petroleum & products, vegetable oils fixed (edible); transport equipments; wheat, electronics goods, machinery except electrical & electronics; iron & steel, primary steel, pig iron based items; non ferrous metals etc.

Extreme Focus Product Groups

Three product groups, viz., textiles, engineering products and chemical products constitute nearly 60% of India's exports to the region. In the textiles sector, ready-made garments, made-ups, fabrics, yarn, carpets, handicrafts, etc. are fast moving export items. In the engineering sector, automobiles, auto components, electrical appliances, machinery, computer software etc. have good scope for exports. Bulk drugs, pharmaceuticals, dyes and intermediates, agrochemicals, plastic products, naphtha, resins, essential oils, molasses, tyres for buses, trucks & cycles are also important items in the chemical products sector.

The Programme aims to focus on the following major product groups for enhancing India's exports to the Latin American region:

- (i) Textiles including ready-made garments, carpets & handicrafts;
- (ii) Engineering products including computer software;
- (iii) Chemical products including drugs/pharmaceuticals.

Based on the feedback from the Indian Missions in the LAC region and the trends in exports during the last few years, a list of specific products for promoting exports to the identified countries has been prepared. The National Centre for Trade Information (NCTI) has carried out a detailed study/trade analysis of the select countries and the specific focus products identified for each country are at ***Annex-III***.

ROLE OF ITPO/EPCs/APEX CHAMBERS/MISSIONS IN FOCUS LAC PROGRAMME

The success of the "FOCUS:LAC" Programme would require a proactive role and involvement of Apex Chambers and Export Promotion Councils. Their role would include:

Role of ITPO

- Participation in specialized and commodity specific fairs & exhibitions in the countries of the LAC region.
- Special promotion and publicity in the Latin American countries.
- Promotion of Indian consumer products in Departmental Stores in LAC
- Organizing Buyer Seller Meets.
- Promotion by Indian Missions by organizing catalogue/brochure exhibitions.
- Awards to leading exporters to the Latin American region.

Export Promotion Councils

- To carry out market surveys for the items with export potential in the Latin American countries and disseminate information to their members through their publications.
- To encourage members to participate in specialized International Fairs.
- To bring out promotional literature in Spanish/Portuguese.
- To hold commodity specific seminars in selected industrial centres.
- To prepare compendia of main importers/associations in the Latin American countries and disseminate this information to their members.

- The Councils will have separate Chapters on LAC on their websites and will add separate sections in their newsletters.
- The Department of Commerce will sponsor one or two officials from each Council for courses in Spanish/Portuguese at Indian Institute of Foreign Trade.
- Every Buyer Seller Meet (BSM) in India/LAC will be followed by a press conference by the Council/Missions in the respective countries for projecting the capabilities of Indian Exporters.
- A “Made in India” show should be preceded by BSMs and catalogue shows in the countries adjoining the country where such an exhibition is being organized.
- The services of the ITPO office at Sao Paulo will be utilized for trade information in LAC.
- Each EPC may fix an indicative export target for the LAC region.
- The LAC region is to be explored as a centre for investments for export promotion.
- EPCs may source trade analysis from NCTI.

Apex Chambers Of Commerce/Industry

- To establish and strengthen ties with their counterparts in the LAC region and ensure that there is a frequent exchange of delegations.
- To widely disseminate information among Indian businessmen through their publications, bulletins and other periodicals regarding the potential of Indian exports to Latin America.
- To organize seminars and workshops at regular intervals to create awareness regarding the untapped potential that exists in the region for exporting goods. These seminars/workshops shall be held in industrial centres for wider coverage.

Indian Missions in Latin American Countries

- To organise catalogue/brochure exhibitions.
- To provide regular feedback on the implementation of the programme.
- To play a proactive role in coordinating promotional measures like organization of Buyer-Seller-Meets, visit of delegations and participation in trade fairs.
- To carry out market surveys for the specified products in collaboration with the ITPO and concerned EPCs.
- To send processed/usable information in bulletins to the EPCs of focus products.

OTHER DEVELOPMENTS

1. Warehouse facility facility at Sao Paulo (Brazil)

With the objective to set up infrastructure in the Latin American Region to support our exporters, Ministry of Commerce has extended assistance under MAI Scheme to UPICO to hire space at Sao Paulo (Brazil) in Sept, 2007 to set up a warehouse cum showroom centre and to market and display products/goods of Indian exporters in three Departmental stores with a view to enhance our trade with Brazil and other countries of LAC region.

2. Waiving off outstanding dues on Cuba

Indian companies namely PEC Ltd, CIMMCO Birla Limited, EXIM Bank etc. had not received their dues in respect of exports to Cuba for over the last fifteen years. The issue of non-payment of outstanding dues of Indian companies by Cuba was taken up for discussions at various fora like Indo-Cuban Trade Revival Committee, India-Cuba Joint Commission but the matter could not be resolved. This issue of non-payment was being perceived as deterrent in growth of bilateral trade between two countries . Thus, in May, 2008, Government of India decided to waive off outstanding dues on Cuba and reimbursement to the respective Indian companies to revive and strengthen the bilateral trade and commercial

relations between India and Cuba. Necessary funds have been released by Ministry of Commerce to ECGC in February, 2009 for making payment to the concerned Indian companies.

3. Setting up of Business Centres in Indian Missions in LAC

To help business fraternity and promoting bilateral trade and economic relations with LAC, a Business Centres has been set up in Indian Embassy, Buenos Aires in June, 2008 and other Centre set up in High Commission of India, Port of Spain in August 2009 under MAI scheme of this Department. These business centres have been set up to provide facilities like conference hall for meeting, communication equipments, presentation accessories etc to various Indian business & trade delegations visiting to LAC region

COUNTRY PROFILES OF MAJOR LATIN AMERICAN COUNTRIES

(Source of information: World Fact Book)

ARGENTINA

Location: Southern South America, bordering the South Atlantic Ocean, between Chile and Uruguay

Area: total: 2,766,890 sq km, land: 2,736,690 sq km, water: 30,200 sq km

Climate: mostly temperate; arid in southeast; subantarctic in southwest

Natural resources: fertile plains of the pampas, lead, zinc, tin, copper, iron ore, manganese, petroleum, uranium

Population: 40,301,927

Languages: Spanish (official), English, Italian, German, French

Government type: republic

Capital: Buenos Aires

Economy - overview:

Argentina benefits from rich natural resources, a highly literate population, an export-oriented agricultural sector, and a diversified industrial base. Although one of the world's wealthiest countries 100 years ago, Argentina suffered during most of the 20th century from recurring economic crises, persistent fiscal and current account deficits, high inflation, mounting external debt, and capital flight. A severe depression, growing public and external indebtedness, and a bank run culminated in 2001 in the most serious economic, social, and political crisis in the country's turbulent history. The economy bottomed out that year, with real GDP 18% smaller than in 1998 and almost 60% of Argentines under the poverty line. Real GDP rebounded to grow by an average 9% annually over the subsequent five years, taking advantage of previously idled industrial capacity and labor, an audacious debt restructuring and reduced debt burden, excellent international financial conditions, and expansionary monetary and fiscal policies. Inflation also increased, however, during the administration of President Nestor KIRCHNER, which responded with price restraints on businesses, as well as export taxes and restraints, and beginning in early 2007, with understating inflation data. Cristina FERNANDEZ DE KIRCHNER succeeded her husband as President in late 2007, but was stymied in her efforts to hike export taxes still further by protesting farmers. Her government nationalized private pension funds in late 2008, which bolstered government coffers, but failed to assuage investors' concerns about the direction of economic policy.

GDP - real growth rate:6.6% (2008 est.)

GDP - per capita (PPP):\$14,500 (2008 est.)

Agriculture - products: sunflower seeds, lemons, soybeans, grapes, corn, tobacco, peanuts, tea, wheat; livestock

Industries: food processing, motor vehicles, consumer durables, textiles, chemicals and petrochemicals, printing, metallurgy, steel

Exports:\$73 billion f.o.b. (2008 est.)

Exports - commodities: soybeans and derivatives, petroleum and gas, vehicles, corn, wheat

Exports - partners: Brazil 19.1%, China 9.4%, US 7.9%, Chile 7.6% (2007)

Imports:\$59.9 billion f.o.b. (2008 est.)

Imports - commodities: machinery, motor vehicles, petroleum and natural gas, organic chemicals, plastics

Imports - partners: Brazil 34.6%, US 12.6%, China 12%, Germany 5% (2007)

BRAZIL

Location: Eastern South America, bordering the Atlantic Ocean

Area: total: 8,511,965 sq km, land: 8,456,510 sq km, water: 55,455 sq km

note: includes Arquipelago de Fernando de Noronha, Atol das Rocas, Ilha da Trindade, Ilhas Martin Vaz, and Penedos de Sao Pedro e Sao Paulo

Climate: mostly tropical, but temperate in south

Natural resources: bauxite, gold, iron ore, manganese, nickel, phosphates, platinum, tin, uranium, petroleum, hydropower, timber

Population: 190,010,647

Languages: Portuguese (official), Spanish, English, French

Government type: federative republic

Capital: Brasilia

Economy - overview: Characterized by large and well-developed agricultural, mining, manufacturing, and service sectors, Brazil's economy outweighs that of all other South American countries and is expanding its presence in world markets. From 2001-03 real wages fell and Brazil's economy grew, on average only 2.2% per year, as the country absorbed a series of domestic and international economic shocks. That Brazil absorbed these shocks without financial collapse is a tribute to the resiliency of the Brazilian economy and the economic program put in place by former President CARDOSO and strengthened by President LULA DA SILVA. Since 2004, Brazil has enjoyed continued growth that yielded increases in employment and real wages. The three pillars of the economic program are a floating exchange rate, an inflation-targeting regime, and tight fiscal policy, initially reinforced by a series of IMF programs. Brazil improved its debt profile in 2006 by shifting its debt burden toward real denominated and domestically held instruments. LULA DA SILVA restated his commitment to fiscal responsibility by maintaining the country's primary surplus during the 2006 election. Following his second inauguration, LULA DA SILVA announced a package of further economic reforms to reduce taxes and increase public investment. A major challenge will be to maintain sufficient growth to generate employment and reduce the government debt burden. Brazil incurred another current account deficit in 2008, as world demand and prices for commodities dropped in the second-half of the year.

GDP - real growth rate: 5.2% (2008 est.)

GDP - per capita (PPP): \$10,300 (2008 est.)

Agriculture - products: coffee, soybeans, wheat, rice, corn, sugarcane, cocoa, citrus; beef

Industries: textiles, shoes, chemicals, cement, lumber, iron ore, tin, steel, aircraft, motor vehicles and parts, other machinery and equipment

Exports: \$200 billion f.o.b. (2008 est.)

Exports - commodities: transport equipment, iron ore, soybeans, footwear, coffee, autos

Exports - partners: US 16.1%, Argentina 9.2%, China 6.8%, Netherlands 5.6%, Germany 4.6% (2007)

Imports: \$176 billion f.o.b. (2008 est.)

Imports - commodities: machinery, electrical and transport equipment, chemical products, oil, automotive parts, electronics

Imports - partners: US 15.7%, China 10.5%, Argentina 8.6%, Germany 7.2%, Nigeria 4.4% (2007)

CHILE

Location: Southern South America, bordering the South Pacific Ocean, between Argentina and Peru

Area: total: 756,950 sq km, land: 748,800 sq km, water: 8,150 sq km

note: includes Easter Island (Isla de Pascua) and Isla Sala y Gomez

Climate: temperate; desert in north; Mediterranean in central region; cool and damp in south

Natural resources: copper, timber, iron ore, nitrates, precious metals, molybdenum, hydropower

Population: 16,284,741

Government type: republic

Capital: Santiago

Economy - overview: Chile has a market-oriented economy characterized by a high level of foreign trade. During the early 1990s, Chile's reputation as a role model for economic reform was

strengthened when the democratic government of Patricio AYLWIN - which took over from the military in 1990 - deepened the economic reform initiated by the military government. A severe drought exacerbated the recession in 1999, reducing crop yields and causing hydroelectric shortfalls and electricity rationing, and Chile experienced negative economic growth for the first time in more than 15 years. Despite the effects of the recession, Chile maintained its reputation for strong financial institutions and sound policy that have given it the strongest sovereign bond rating in South America. Between 2000 and 2006 growth ranged between 2%-6%. Throughout these years Chile maintained a low rate of inflation with GDP growth coming from high copper prices, solid export earnings (particularly forestry, fishing, and mining), and growing domestic consumption. Chile continues to attract foreign direct investment, but most foreign investment goes into gas, water, electricity and mining. Chile deepened its longstanding commitment to trade liberalization with the signing of a free trade agreement with the US, which took effect on 1 January 2004. Chile signed or ratified a number of trade agreements in 2006, including with China and India. Chile claims to have more bilateral or regional trade agreements than any other country. It has 57 such agreements (not all of them full free trade agreements), including with the European Union, Mercosur, South Korea, and Mexico. Over the past five years, foreign direct investment inflows have quadrupled to some \$17 billion in 2008.

GDP - real growth rate: 4% (2008 est.)

GDP - per capita (PPP): \$15,400 (2008 est.)

Agriculture - products: grapes, apples, pears, onions, wheat, corn, oats, peaches, garlic, asparagus, beans; beef, poultry, wool; fish; timber

Industries: copper, other minerals, foodstuffs, fish processing, iron and steel, wood and wood products, transport equipment, cement, textiles

Exports: \$69.1 billion f.o.b. (2008 est.)

Exports - commodities: copper, fruit, fish products, paper and pulp, chemicals, wine

Exports - partners: China 14.8%, US 12.5%, Japan 10.5%, Netherlands 5.8%, South Korea 5.7%, Italy 5.1%, Brazil 5% (2007)

Imports: \$59.17 billion f.o.b. (2008 est.)

Imports - commodities: petroleum and petroleum products, chemicals, electrical and telecommunications equipment, industrial machinery, vehicles, natural gas

Imports - partners: US 16.7%, China 11.2%, Brazil 10.3%, Argentina 9.9% (2007)

COLOMBIA

Location: Northern South America, bordering the Caribbean Sea, between Panama and Venezuela, and bordering the North Pacific Ocean, between Ecuador and Panama

Area: total: 1,138,910 sq km, land: 1,038,700 sq km, water: 100,210 sq km

note: includes Isla de Malpelo, Roncador Cay, and Serrana Bank

Climate: tropical along coast and eastern plains; cooler in highlands

Natural resources: petroleum, natural gas, coal, iron ore, nickel, gold, copper, emeralds, hydropower

Population: 44,379,598

Languages: Spanish

Government type: republic; executive branch dominates government structure

Capital: Bogota

Economy - overview: Colombia has experienced accelerating growth since 2002, with expansion above 6% per year in 2006 and 2007, chiefly due to advancements in domestic security and to President URIBE's promarket economic policies. Additionally, investor friendly reforms to Colombia's oil sector and the US-Colombia FTA negotiations have attracted record levels of foreign investment. Inequality, underemployment, and narcotrafficking remain significant challenges, and Colombia's infrastructure requires significant updating in order to sustain expansion. Economic growth slipped in 2008 as a result of the global financial crisis and weakening demand for Colombia's exports. In response, URIBE's administration has cut capital controls, arranged for emergency credit lines from multilateral institutions, and publicly reassured investors that Colombia is a safe

place to invest. The government has also encouraged exporters to diversify their customer base away from the United States and Venezuela, Colombia's largest trading partners.

GDP - real growth rate:3.8% (2008 est.)

GDP - per capita (PPP):\$9,000 (2008 est.)

Agriculture - products:coffee, cut flowers, bananas, rice, tobacco, corn, sugarcane, cocoa beans, oilseed, vegetables; forest products; shrimp

Industries: textiles, food processing, oil, clothing and footwear, beverages, chemicals, cement; gold, coal, emeralds

Exports: \$41.08 billion f.o.b. (2008 est.)

Exports - commodities: petroleum, coffee, coal, nickel, emeralds, apparel, bananas, cut flowers

Exports - partners: US 35.4%, Venezuela 17.4%, Ecuador 4.3% (2007)

Imports: \$38.88 billion f.o.b. (2008 est.)

Imports - commodities: industrial equipment, transportation equipment, consumer goods, chemicals, paper products, fuels, electricity

Imports - partners: US 26.2%, China 10.1%, Mexico 9.3%, Brazil 7.3%, Venezuela 4.2% (2007)

MEXICO

Location: Middle America, bordering the Caribbean Sea and the Gulf of Mexico, between Belize and the US and bordering the North Pacific Ocean, between Guatemala and the US

Area: *total:* 1,972,550 sq km, *land:* 1,923,040 sq km, *water:* 49,510 sq km

Climate: varies from tropical to desert

Natural resources: petroleum, silver, copper, gold, lead, zinc, natural gas, timber

Population: 108,700,891

Languages: Spanish, various Mayan, Nahuatl, and other regional indigenous languages

Government type: federal republic

Capital: Mexico (Distrito Federal)

Economy - overview:

Mexico has a free market economy in the trillion dollar class. It contains a mixture of modern and outmoded industry and agriculture, increasingly dominated by the private sector. Recent administrations have expanded competition in seaports, railroads, telecommunications, electricity generation, natural gas distribution, and airports. Trade with the US and Canada has nearly tripled since the implementation of NAFTA in 1994. Mexico has 12 free trade agreements with over 40 countries including, Guatemala, Honduras, El Salvador, the European Free Trade Area, and Japan, putting more than 90% of trade under free trade agreements. The administration continues to face many economic challenges including the need to upgrade infrastructure, modernize labor laws, and allow private investment in the energy sector. CALDERON has stated that his top economic priorities remain reducing poverty and creating jobs.

GDP - real growth rate: 2% (2008 est.)

GDP - per capita (PPP): \$14,400 (2008 est.)

Agriculture - products: corn, wheat, soybeans, rice, beans, cotton, coffee, fruit, tomatoes; beef, poultry, dairy products; wood products

Industries: food and beverages, tobacco, chemicals, iron and steel, petroleum, mining, textiles, clothing, motor vehicles, consumer durables, tourism

Exports: \$294 billion f.o.b. (2008 est.)

Exports - commodities: manufactured goods, oil and oil products, silver, fruits, vegetables, coffee, cotton

Exports - partners: US 82.2%, Canada 2.4%, Germany 1.5% (2007)

Imports: \$305.9 billion f.o.b. (2008 est.)

Imports - commodities: metalworking machines, steel mill products, agricultural machinery, electrical equipment, car parts for assembly, repair parts for motor vehicles, aircraft, and aircraft parts

Imports - partners: US 49.6%, China 10.5%, Japan 5.8%, South Korea 4.5% (2007)

PANAMA

Location: Central America, bordering both the Caribbean Sea and the North Pacific Ocean, between Colombia and Costa Rica

Area: *total:* 78,200 sq km, *land:* 75,990 sq km, *water:* 2,210 sq km

Climate: tropical maritime; hot, humid, cloudy; prolonged rainy season (May to January), short dry season (January to May)

Natural resources: copper, mahogany forests, shrimp, hydropower

Population: 3,242,173

Languages: Spanish (official), English 14%; note - many Panamanians bilingual

Government type: constitutional democracy

Capital: Panama

Economy - overview:

Panama's dollarized economy rests primarily on a well-developed services sector that accounts for 80% of GDP. Services include operating the Panama Canal, banking, the Colon Free Zone, insurance, container ports, flagship registry, and tourism. Economic growth will be bolstered by the Panama Canal expansion project that began in 2007 and should be completed by 2014 at a cost of \$5.3 billion - about 30% of current GDP. The expansion project will more than double the Canal's capacity, enabling it to accommodate ships that are now too large to transverse the transoceanic crossway and should help to reduce the high unemployment rate. Strong economic performance has not translated into broadly shared prosperity. Panama has the second most unequal income distribution in Latin America. About 30% of the population lives in poverty. The government has implemented tax reforms, as well as social security reforms, and backs regional trade agreements and development of tourism. Not a CAFTA signatory, Panama in December 2006 independently negotiated a free trade agreement with the US, which, when implemented, will help promote the country's economic growth.

GDP - real growth rate: 8.3% (2008 est.)

GDP - per capita (PPP): \$11,900 (2008 est.)

Agriculture - products: bananas, rice, corn, coffee, sugarcane, vegetables; livestock; shrimp

Industries: construction, brewing, cement and other construction materials, sugar milling

Exports: \$10.37 billion f.o.b.; note - includes the Colon Free Zone (2008 est.)

Exports - commodities: bananas, shrimp, sugar, coffee, clothing

Exports - partners: US 35.6%, Netherlands 10.2%, China 6%, Sweden 5.5%, UK 5.4%, Costa Rica 5.1%, Spain 5% (2007)

Imports: \$15.18 billion f.o.b. *note:* includes the Colon Free Zone (2008 est.)

Imports - commodities: capital goods, foodstuffs, consumer goods, chemicals

Imports - partners: US 32.8%, Netherlands Antilles 7.6%, China 5.6%, Japan 5.1%, Costa Rica 5.1%, South Korea 4.1% (2007)

PERU

Location: Western South America, bordering the South Pacific Ocean, between Chile and Ecuador

Area: *total:* 1,285,220 sq km, *land:* 1.28 million sq km, *water:* 5,220 sq km

Climate: varies from tropical in east to dry desert in west; temperate to frigid in Andes

Natural resources: copper, silver, gold, petroleum, timber, fish, iron ore, coal, phosphate, potash, hydropower, natural gas

Population: 28,674,757

Languages: Spanish (official), Quechua (official), Aymara, and a large number of minor Amazonian languages

Government type: constitutional republic

Capital: Lima

Economy - overview: Peru's economy reflects its varied geography - an arid coastal region, the Andes further inland, and tropical lands bordering Colombia and Brazil. Abundant mineral resources are found in the mountainous areas, and Peru's coastal waters provide excellent fishing grounds. The Peruvian economy grew by more than 4% per year during the period 2002-06, with a stable exchange rate and low inflation. Growth jumped to 9% per year in 2007 and 2008, driven by higher world prices for minerals and metals and the government's aggressive trade liberalization strategies. Peru's rapid expansion has helped to reduce the national poverty rate by about 15% since 2002, though underemployment and inflation remain high. Despite Peru's strong macroeconomic performance, overdependence on minerals and metals subjects the economy to fluctuations in world prices, and poor infrastructure precludes the spread of growth to Peru's non-coastal areas.

GDP - real growth rate: 9% (2008 est.)

GDP - per capita (PPP): \$8,500 (2008 est.)

Agriculture - products: asparagus, coffee, cotton, sugarcane, rice, potatoes, corn, plantains, grapes, oranges, coca; poultry, beef, dairy products; fish, guinea pigs

Industries: mining and refining of minerals; steel, metal fabrication; petroleum extraction and refining, natural gas; fishing and fish processing, textiles, clothing, food processing

Exports: \$33.27 billion f.o.b. (2008 est.)

Exports - commodities: copper, gold, zinc, crude petroleum and petroleum products, coffee, potatoes, asparagus, textiles, fishmeal

Exports - partners: US 19.5%, China 12.7%, Canada 7.6%, Japan 7.5%, Chile 5.9%, Switzerland 4.2%, Spain 4.1% (2007)

Imports: \$29.08 billion f.o.b. (2008 est.)

Imports - commodities: petroleum and petroleum products, plastics, machinery, vehicles, iron and steel, wheat, paper

Imports - partners: US 20.5%, China 10.8%, Brazil 9%, Ecuador 6.1%, Argentina 5.6%, Chile 5%, Colombia 4.8% (2007)

VENEZUELA

Location: Northern South America, bordering the Caribbean Sea and the North Atlantic Ocean, between Colombia and Guyana

Area: total: 912,050 sq km, land: 882,050 sq km, water: 30,000 sq km

Climate: tropical; hot, humid; more moderate in highlands

Natural resources: petroleum, natural gas, iron ore, gold, bauxite, other minerals, hydropower, diamonds

Population: 26,023,528

Languages: Spanish (official), numerous indigenous dialects

Government type: federal republic

Capital: Caracas

Economy - overview: Venezuela remains highly dependent on oil revenues, which account for roughly 90% of export earnings, about 50% of the federal budget revenues, and around 30% of GDP. A nationwide strike between December 2002 and February 2003 had far-reaching economic consequences - real GDP declined by around 9% in 2002 and 8% in 2003 - but economic output since then has recovered strongly. Fueled by high oil prices, record government spending helped to boost GDP by about 9% in 2006, 8% in 2007, and nearly 6% in 2008. This spending, combined with recent minimum wage hikes and improved access to domestic credit, has created a consumption boom but has come at the cost of higher inflation-

roughly 20% in 2007 and more than 30% in 2008. Imports also have jumped significantly. Declining oil prices in the latter part of 2008 are expected to undermine the government's ability to continue the high rate of spending. President Hugo CHAVEZ in 2008 continued efforts to increase the government's control of the economy by nationalizing firms in the cement and steel sectors. In 2007 he nationalized firms in the petroleum, communications, and electricity sectors. In July 2008, CHAVEZ implemented by decree a number of laws that further consolidate and centralize authority over the economy through his plan for "21st Century Socialism."

GDP - real growth rate: 5.7% (2008 est.)

GDP - per capita (PPP): \$14,000 (2008 est.)

Agriculture - products: corn, sorghum, sugarcane, rice, bananas, vegetables, coffee; beef, pork, milk, eggs; fish

Industries: petroleum, construction materials, food processing, textiles; iron ore mining, steel, aluminium; motor vehicle assembly

Exports: \$103.5 billion f.o.b. (2008 est.)

Exports - commodities: petroleum, bauxite and aluminium, steel, chemicals, agricultural products, basic manufactures

Exports - partners: US 42.7%, Netherlands Antilles 8%, China 3.1% (2007)

Imports: \$53.44 billion f.o.b. (2008 est.)

Imports - commodities: raw materials, machinery and equipment, transport equipment, construction materials

Imports - partners: US 26.6%, Colombia 13.5%, Brazil 9.5%, China 6.7%, Mexico 5.2%, Panama 5% (2007)

ANNEX -II

HIGH-LEVEL INTERACTION AND EXCHANGE OF DELEGATIONS:

- i) The Governor of Pernambuco, Brazil alongwith an official delegation visited India in May 2001.
- ii) The Jamaican Minister of Industry, Commerce & Technology visited India in October 2001.
- iii) The Minister for Development, Industry and Foreign Trade Relations of Brazil visited India w.e.f. 4th April to 9th April 2002 accompanying a big delegation of official and business delegates. During the visit, the first meeting of IBCC was held at New Delhi on 8th April 2002.
- iv) The President of Brazil, Mr. Luiz Inacio Lula da Silva, was the Guest of Honour at the occasion of Republic Day of India, 26th January 2004. During his visit the Preferential Trade Agreement (PTA) between India and MERCOSUR was signed.
- v) Joint Secretary (LAC), Department of Commerce visited Honduras, Suriname and Mexico in February 2005 as a member of a delegation led by Shri Rao Inderjit Singh, Minister of State for External Affairs. During the visit trade matters with Central American and the Caribbean region and Mexico were discussed.
- vi) The First India-CARICOM (Caribbean Community) Economic Forum was organized by Indian High Commission in Port of Spain (Trinidad and Tobago) during August 5-16, 2005. During the Forum a Ministerial Dialogue was held between the Indian Minister of State for Commerce and Industry, Shri E V K S Elangovan, and Ministers of Trade/Economy of CARICOM countries and Presidents of apex Chambers of Commerce & Industry. The Ministerial Dialogue was followed by Workshop on special areas of interests namely ICT, Healthcare/Pharmaceuticals, Tourism and SMEs, and a Multi-product Trade Expo of Indian products.
- vii) Minister of State for Commerce & Industry, Shri E V K S Elangovan visited Mexico to inaugurate Indian Engineering Exhibition (INDEE) 2005, organized by Engineering Export Promotion Council (EEPC) during October 12-14, 2005. The Exhibition was one of the most important exhibitions of Indian products in Latin America. During the visit the Minister discussed the bilateral trade matters with the Mexican Vice Minister for Economy, Ms Rocio Ruiz Chavez. He also had a meeting with the Mexican Vice Minister for Foreign Affairs, Ms Maria de Lourdes Aranda Bezaury.
- viii) A delegation led by Minister of State for External affairs, Shri Anand Sharma, visited Santiago (Chile) to participate in a meeting of Indian Ambassadors/Consulate General to Latin America, and Rio de Janeiro (Brazil) to participate in the IBSA meeting, during March 26-30, 2006. Joint Secretary (LAC) represented Department of Commerce in the delegation.
- ix) Commerce Minister of Peru, Mr. Alfredo Ferrero, visited India from June 5 to 7, 2006. During his visit in India, the Peruvian Minister had a meeting with our Minister of Commerce & Industry, wherein various bilateral trade opportunities were discussed. The possibility of a PTA between India and Peru was also discussed in the meeting.
- x) Hon'ble Prime Minister of India visited Brazil from September 11-14, 2006. He discussed with President Luiz Inacio Lula da Silva of Brazil on a wide range of issues, including ways and means of strengthening economic and commercial interaction between India and Brazil. Through the Joint Communiqué issued on the occasion, the two leaders resolved to create an enabling environment to deepen and diversify the growing commercial and economic interaction encompassing trade, investment and technology.
- xi) Coinciding with PM's visit, a high-level business delegation comprising 47 members from CII, FICCI and ASSOCHAM visited Brazil to participate in the First IBSA (India, Brazil, South Africa) Business Summit held in Brasilia on September 12-13, 2006 where areas such as agriculture, food processing, pharmaceutical, biotechnology, infrastructure, engineering, energy, ICT, automobile, civil aviation and banking were discussed.

- xii) Brazil's Foreign Minister Mr. Celso Amorim visited India during April 10-13, 2007 accompanied by a business delegation. During his visit, 3rd Meeting of India-Brazil Joint Commission took place. CII organized an interactive session of Indian businessmen with the Brazilian Minister.
- xiii) Mexican Economy Minister Mr. Eduardo Sojo Garza-Aldape visited New Delhi on May 21, 2007. During his visit an MoU on Establishment of a Bilateral High Level Group on Trade, Investment and Economic Cooperation was signed between India and Mexico.
- xiv) Brazilian President Mr. Luis Inacio Lula DaSilva visited India during 3-5 June, 2007 during his visit a CEO Forum was formed between India and Brazil.
- xv) Mr. Miguel Jorge, Minister of Development Industry and Foreign Trade of Brazil visited India during 25-26th March, 2008 alongwith a business delegation and held a bilateral meeting with Commerce & Industry Minister on issues relating to trade and business.
- xvi) Mr. Luis Guillermo Plata, Minister of Commerce , Industry and Tourism of Colombia along with a business delegation visited India during 26-30, April, 2008 and held a bilateral meeting with Commerce Industry Minister on issues pertaining to trade and commerce
- xvii) Cuban Deputy Foreign Trade Minister, Mr. Eduardo Escandell along with a business delegation visited India during 17-18 May, 2008 and held a bilateral meeting with Commerce Secretary on opportunities of promoting bilateral trade
- xviii) Commerce Secretary along with a business delegation visited Argentina from 9-11 June, 2008 to have bilateral meetings with govt. officials on the important issues on bilateral trade and commerce.
- xix) A business delegation headed by Joint Secretary, FT(LAC), Department of Commerce visited Cuba from 3-4 November , 2008 and Brazil from 5-6 November to have discussions on important issues on bilateral trade and commerce.
- xx) First meeting of Joint Administrative Committee was held on 2nd February , 2009 in New Delhi to review the progress of implementation of India-Chile PTA.
- xxi) First meeting of newly constituted India- Brazil Trade Monitoring Mechanism was held in New Delhi on 3rd February , 2009 in New Delhi between Commerce Secretary and Executive Secretary , Ministry of Industry , Development and Foreign Trade , Brazil to discuss important matters on bilateral trade and commerce.
- xxii) Mr. Luis Guillermo Plata, Minister of Commerce , Industry and Tourism of Colombia along External Minister of Colombia visited India during 9-11, November, 2009 and held a bilateral meeting with Commerce Industry Minister on issues pertaining to trade and commerce

SPECIFIC FOCUS PRODUCTS IDENTIFIED FOR EXPORTS

ARGENTINA

1. Vehicles other than railways or tramways rolling stocks & parts & accessories thereof.
2. Organic Chemicals.
3. Miscellaneous Chemical products.
4. Articles of Apparel & Clothing accessories not knitted or crocheted.
5. Tanning or dyeing extract; tannings and their derivatives; dyes, pigments & other colouring matter; paints & varnishes; putty & other mastics; inks.
6. Cotton.
7. Pharmaceutical products.
8. Essential oils & resinoids; perfumery cosmetics or toilet preparations
9. Other made-up textile articles; sets; worn clothing & worn textile articles; rags.
10. Animals or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes.
11. Electrical machinery & equipment & parts thereof; sound recorders & reproducers, TV image & sound recorders & reproducers & parts accessories of such articles.
12. Other vegetable textile fibres; paper yarns & woven fabrics of paper yarns.
13. Articles of iron & steel.
14. Carpets & other textile floor covering.
15. LAC; gums; resins & others vegetable. saps & extracts.
16. Nuclear reactors, boilers, machinery appliances, parts thereof.
17. Tools implements, cutlery, spoons & forks, of base metals parts thereof of base metals.
18. Plastic & articles thereof.
19. Iron & steel.
20. Mineral fuels, mineral oil & products of their distillation, bituminous substances, and mineral waxes.
21. Paper & paper products.
22. Optical photographic, cinematographic, measuring checking precision, parts & accessories thereof.
23. Rubber & articles thereof.
24. Ships, boats & floating structures.
25. Aircraft, space craft & parts thereof.
26. Oil seeds & oleaginous fruits, etc.
27. Inorganic chemicals, etc.
28. Fertilizers.

BRAZIL

1. Organic Chemicals.
2. Articles of Apparel & Clothing accessories not knitted or crocheted
3. Cotton.
4. Pharmaceutical products.
5. Tanning or dyeing extracts; tannings & their derivatives; dyes, pigments & other colouring matter; paints & varnishes; putty & other mastics; inks.
6. Vehicles other than railways or tramways rolling stocks & parts and accessories thereof.
7. Electrical machinery & equipment & parts thereof; sound recorders & reproducers, TV image & sound recorders & parts accessories of such articles.
8. Nuclear reactors, boilers machinery appliances, parts thereof.
9. Carpets & other textile floor covering.
10. Other made-up textile articles; sets; worn clothing & worn textile articles; rags.
11. Miscellaneous chemical products.

12. Essential oils & resinoids; perfumery cosmetics of toilet preparations.
13. Plastic & articles thereof.
14. Lac; gums; resins & other vegetable saps & extracts.
15. Rubber & articles thereof.
16. Tools implements, cutlery, spoons & forks, of base metals parts thereof of base metals.
17. Silk.
18. Articles of iron & steel.
19. Articles of Apparel and Clothing accessories, knitted or crocheted.
20. Manmade staple fibres.
21. Optical, photographic, cinematographic instruments.
22. Mineral fuels, mineral oil & products.
23. Cereals.
24. Fertilizers.
25. Paper & paper products.
26. Inorganic chemicals.
27. Iron & Steel.
28. Copper & Articles thereof.
29. Oil seeds & oleaginous fruits, etc.
30. Prints books, newspaper.
31. Manmade filaments.
32. Fish & crust, moll.
33. Ores, Slags & Ash.
34. Beverages spirits & vinegar.
35. Edible vegetables.
36. Products of milling industries.
37. Edible fruits & nuts.
38. Animal or vegetable fats.
39. Toys, games & sports requisites.
40. Photographic or cinematographic goods.
41. Glass & glassware.
42. Miscellaneous articles of base metals.
43. Salt, sulphur, earth & stone.
44. Furniture & bedding.

CHILE

1. Articles of Apparel & Clothing accessories not knitted or crocheted.
2. Vehicles other than railways or tramways rolling stocks & parts and accessories thereof.
3. Cotton.
4. Fish & crust, moll & other aqua Invert.
5. Other made-up textile articles; sets; worn clothing & worn textile articles; rags.
6. Pharmaceutical products.
7. Organic Chemicals.
8. Articles of Apparel and Clothing accessories knitted or crocheted.
9. Residues & wastes from the food industries; prepared animal fodder.
10. Articles of leather, saddlery & harness; travel goods, hand bags & similar containers; articles of animal guts (other than silk worm guts).
11. Miscellaneous Chemical products.
12. Raw hides & skins (other than fur skins) & leather.
13. Electrical machinery & equipment & parts thereof; sound recorders & reproducers, TV image & sound recorders & parts accessories of such articles.
14. Carpets & other textile floor covering.
15. Articles of iron & steel.
16. Nuclear reactors, boilers, machinery appliances, parts thereof.
17. Prepared feather & down & articles made of feathers or of down; artificial flowers; articles of human hairs.
18. Footwear, gaiters & the like; parts of such articles.

19. Plastic & article thereof.
20. Mineral fuels, mineral oil & products.
21. Iron & Steel.
22. Paper & paper products.
23. Miscellaneous chemical products.

MEXICO

1. Articles of Apparel & Clothing accessories not knitted or crocheted.
2. Organic Chemicals.
3. Lac; gums; resins & other vegetable saps & extracts.
4. Pharmaceutical products.
5. Cotton.
6. Iron & Steel.
7. Miscellaneous Chemical products.
8. Vehicles other than railways or tramways rolling stocks & parts and accessories thereof.
9. Tanning or dyeing extracts; tannings & their derivatives; dyes, pigments & other colouring matter; paints & varnishes; putty & other mastics; links.
10. Coffee, tea, mete & spices.
11. Articles of Apparel and Clothing accessories knitted or crocheted.
12. Other made-up textile articles; sets; worn clothing & worn textile articles; rags.
13. Plastic & articles thereof.
14. Electrical machinery & equipments & parts thereof; sound recorders & reproducers, TV image & sound reproducers & parts accessories of such articles.
15. Essential oils & resinoids; perfumery cosmetics or toilet preparations.
16. Oil seeds & oleaginous fruits; misc. grains, seeds & fruits; industrial & medicinal plants; straw and fodder.
17. Wool, fine or coarse, animal hair, horse hair, yarn & woven fabrics.
18. Special woven fabrics; tufted textile fabrics; lace; tapestries; trimmings; embroidery.
19. Raw hides & skins (other than fur skins) & leather.
20. Nuclear reactors, boilers, machinery appliances.
21. Articles of iron & steel.
22. Paper & paper products.
23. Rubber & articles thereof.
24. Aluminium & articles thereof.
25. Cereals.
26. Copper and articles thereof.
27. Mineral fuels, mineral oil & products.
28. Miscellaneous articles of base metal.
29. Manmade filaments.
30. Furniture & bedding etc.
31. Inorganic chemicals.
32. Animal or vegetable fats & oils etc.
33. Glass & Glassware.
34. Printed books, news paper, etc.
35. Tool implements, cutlery, etc.
36. Pulp of wood.
37. Wood & articles of wood.
38. Photographic or cinematographic goods.
39. Manmade staple fibres.
40. Salt, sulphur, etc.
41. Misc. Manufactured articles.

PERU

1. Iron & Steel.
2. Vehicles other than railways or tramways rolling stocks & parts & accessories thereof.

3. Electrical machinery & equipments & parts thereof; sound recorders & reproducers, TV images & sound recorders & reproducers & parts accessories of such articles.
4. Pharmaceutical products.
5. Organic Chemicals.
6. Articles of Apparel & Clothing accessories not knitted or crocheted.
7. Tanning or dyeing extract; tannins & their derivatives; dyes, pigments & other colouring matter; paints & varnishes; putty & other mastics; inks.
8. Rubber and articles thereof.
9. Nuclear reactors boilers, machinery appliances, parts thereof.
10. Other made-up textile articles; sets; worn clothing & worn textile articles; rags.
11. Tools implements, cutlery, spoons & forks, of base metals parts thereof of base metals.
12. Miscellaneous Chemical products.
13. Coffee, tea metes & spices.
14. Other vegetable textile fibres; paper yarn & woven fabrics of paper yarns.
15. Explosives, pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations.
16. Optical, photographic cinematographic, measuring, checking, precision, medical or surgical instruments & apparatus; parts & accessories thereof.
17. Tobacco & manufactured tobacco substitutes.
18. Articles of Apparel and Clothing accessories knitted or crocheted.
19. Miscellaneous articles of base metals.
20. Mineral fuels, mineral oil & products.
21. Cereals.
22. Plastic & articles thereof.

TRINIDAD & TOBAGO

1. Cereals.
2. Nuclear reactors, boilers, machinery appliances, parts thereof.
3. Vehicles other than railways or tramways rolling stocks & parts and accessories thereof.
4. Pharmaceutical products.
5. Articles of Apparel & Clothing accessories not knitted or crocheted.
6. Cotton.
7. Coffee, tea metes & spices.
8. Electrical machinery & equipment & parts thereof; sound recorders & reproducers, TV image & sound recorders & reproducers & parts accessories of such articles.
9. Natural or cultured pearls, precious or semi-precious stones, precious metals, metals clad with precious metals and articles thereof; imitation jewellery; coin.
10. Man made filaments.
11. Toy, games & sports requisites, parts and accessories thereof.
12. Edible fruit & nuts & peel of citrus fruits or melon.
13. Organic chemicals.
14. Essential oils & resinoids; perfumery cosmetics or toilet preparations.
15. Plastic and article thereof.
16. Other made-up textile articles; sets; worn clothing & worn textile articles; rags.
17. Articles of iron and steel.
18. Fish & Crust, Moll & other aqua Invert.
19. Tobacco & manufactured tobacco substitutes.

VENEZUELA

1. Articles of Apparel & Clothing accessories not knitted or crocheted.
2. Vehicles other than railways or tramways rolling stocks & parts and accessories thereof.
3. Electrical machinery and equipment & parts thereof; sound recorders and reproducers, TV image and sound recorders and reproducers and parts accessories of such articles.
4. Salt; sulphur; earth and stone; plastering materials, lime & cement.
5. Cotton.

6. Pharmaceutical products.
7. Articles of Apparel and Clothing accessories knitted or crocheted.
8. Organic Chemicals.
9. Iron and Steel.
10. Rubber and articles thereof.
11. Raw hides and skins (other than fur skins) and leather.
12. Tanning or dyeing extracts; tannings and their derivatives; dyes, pigments and other colouring matter; paints and varnishes; putty and other mastics; inks.
13. Plastic & article thereof.
14. Miscellaneous chemical products.
15. Knitted or crocheted fabrics.
16. Nuclear reactors, boilers, machinery appliances, parts thereof.
17. Other made-up textile articles; sets; worn clothing & worn textile articles; rags.
18. Fish & Crust, Moll and other aqua Invert.
19. Articles of leather, saddlery and harness; travel goods, hand bags and similar containers; articles of animal guts (other than silk worm guts).

COLOMBIA

1. Cotton.
2. Vehicles other than railways or tramways rolling stocks and parts and accessories thereof.
3. Organic chemicals.
4. Articles of apparel & clothing accessories not knitted or crocheted.
5. Pharmaceutical products.
6. Other made-up textile articles; sets; worn clothing & worn textile articles; rags.
7. Miscellaneous chemical products.
8. Nuclear reactors, boilers, machinery appliances, parts thereof.
9. Man made filaments.
10. Electrical machinery & equipments and parts thereof; sound recorders and reproducers, TV image and sound recorders & reproducers & parts accessories of such articles.
11. Wool, fine or coarse, animal hair, horse hair, yarn & woven fabrics.
12. Tanning or dyeing extracts; tannings & their derivatives; dyes, pigments & other colouring matter; paints & varnishes; putty & other mastics; inks.
13. Articles of apparel and clothing accessories, knitted or crocheted.
14. Plastic and article thereof.
15. Miscellaneous articles of base metals.
16. Optical, photographic cinematographic, measuring, checking, precision, medical or surgical instruments and apparatus; parts and accessories thereof.
17. Coffee tea mete and spices.
18. Carpets and other textile floor covering.
19. Articles of iron and steel.
20. Cereals.
21. Mineral fuels, mineral oil & products.
22. Aircraft, spacecrafts.
23. Iron & steel.
24. Rubber & articles thereof.

LIST OF INDIAN MISSIONS IN LAC

Argentina

Embassy of India
Torre Madero, 19th Floor, Av Eduardo Madero, 942, Buenos Aires-1106
Tel.: 4394 3994, 4393 4274, Fax: 00-54-11-4393-5161
Mail: amb.buenos@mea.gov.in , ambassador@indembarg.org.ar
Web: www.indembarg.org.ar
(also covers **Uruguay and Paraguay**)

Brazil

Embassy of India
SHIS QL 08, Conj. 08, Casa 01, Lago Sul
CEP 71.620-285, Brasilia DF
Tel.: 00-55-61-3248 2936, 32484006, Fax: 00-55-61-32485486/7849
Mail: ambassador@indianembassy.org.br
Web: www.indianembassy.org.br

Sao Paulo (Brazil)

Consulate General of India,
Avenida Paulista, 925-7 th Floor
Sao Paulo-01311-100-SP
Brazil
Tel.: 00-55-11-31710340/0341/0343 , Fax: 00-55-11-31710342
Mail cg@indiaconsulate.org.br
Web: www.indiaconsulate.org.br

Chile

Embassy of India
871, Triana, Post Box No. 10433
Santiago, Chile
Tel.: 00-56-2-235-2630, 264-0669, 2352005, 2352633
Fax: 00-56-2-264-1312, 2359607
Mail: amb.santiago@mea.gov.in , chancery@embajadaindia.tie.cl
web www.embajadaindia.cl

Colombia

Embassy of India
Calle 113#7-55 Of. 301, Torre Cusezar Centro Empresarial, Santa Barbara
Bogotá, D.C.
Tel (57-1) 6373259 6373279 6373280 and 6373289
Fax : (57-1) 637 3451 and 637 3516
Mail: commerce@embajadaindia.tie.cl
(also covers **Ecuador and Costa Rica**)

Cuba

Embassy of India
Calle 21, No. 202, Esquina a 'K', Vedado, La Havana, Cuba
Tel.: 00-53-7-8333641, 8333777, 8333169
Fax: 00-53-7-8333287, E-Fax: 001-814-680-1064
Mail: embindia@enet.cu , amb.havana@mea.gov.in
Web: www.indembassyhavana.cu
(also covers **Dominican Republic and Haiti**)

Guyana

High Commission of India
10, Avenue of the Republic
Bank of Baroda Building
P.O. Box 101148, Georgetown

Tel.: 00-592-227-7573, 226-3996, 226-68965, 226-3240 , Fax: 00-592-225-7012

Mail: hicomind@networksgy.com

(also covers **Anguilla, St. Kitts & Nevis, Antigua & Barbuda**)

Jamaica

High Commission of India,
27, Seymour Avenue, P.O. Box No. 446, Kingston-6
Jamaica

Tel.: 001-876-978 6232, 9273114, 9274270

Fax: 001-876-978 2801, 978 0359

Mail: hc.kingston@mea.gov.in, hicomindkin@cwjamaica.com

Web: www.hcikingston.com

(also covers **Bahamas, Cayman Islands, Turks & Caicos Islands**)

Mexico

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Avenida Musset 325, Col. Polanco
C.P. 11550 Mexico D.F.

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Mail: Com_eoimex@prodigy.net.mx , embtrade@data.net.mx

Web: www.indembassy.org

(also covers **Guatemala and Belize**)

Panama

Embassy of India
No. 10325, Avenida Federico Boyd y, Calle 51
Bella Vista, Post Box No. 8400, Panama 7
Tel.: 00-507-2640280, 2642416, 2643043 , Fax: 00-507-2642855
Mail: amb.panama@mea.gov.in , Web: www.indempan.org
(also covers **El Salvador, Honduras and Nicaragua**)

Peru

Embassy of India
Avenida Salaverry , 3006, Magdalena Del Mar
Lima, 17, Peru
Tel.: 00-51-1-2611370, 2616006, 4602289, 4610371
Fax: 00-51-1-4610374
Mail: ambassador@indembassy.org.pe , web www.indembassy.org.pe
(also covers **Bolivia**)

Suriname

Embassy of India
10, Rode Kruislaan, Post Box No. 1329, Paramaribo
Tel.: 00-597-498018, 498344, 531448, 531449
Fax: 00-597-491106, 499382
Mail: ambindia@sr.net , www.indembassysuriname.com
(also covers **Barbados, St. Lucia, St. Vincent & The Grenadines**)

Trinidad & Tobago

High Commission of India
No. 6, Victoria Avenue , Post Box No. 530
Port of Spain, West Indies
Tel.: 001-868-6277485, 6277480, 6277481 , Fax: 001-868-6276985, 6275731
Mail: hc@hcipos.org , Web: www.hcipos.org
(also covers **Dominica, Grenada, Montserrat**)

Venezuela

Embassy of India
Quinta Tagore, No. 12, Avenida San Carlos, La Floresta, Apartado de Correo 61585, Chacao 1060,
Caracas
Tel.: 00-58-212-, 285-2939, 285-7887, 285-3806, Fax: 00-58-212-2865131
Mail: amb.caracas@mea.gov.in, Web: www.embindia.org
(also covers **Aruba, Netherlands Antilles**)

LIST OF MISSIONS OF LAC IN INDIA

Argentina

Embassy of the Argentine Republic ,
A2/6, Vasant Vihar, New Delhi-57
Tel: 41661982/83/84 , F ax: 41661988/89
Mail : eindi@mantraonline.com , embargentindi@yahoo.com

Consulate general of Argentina, **Mumbai**
F-1 & F-2, Corinthian Building, 5th Floor
17th, Justice Dev Shankar Road
Off Arthur Bunder Road, Colaba , MUMBAI 400 005
Tel: 22021571 and 22021573 , Fax : 0091-22-22021995
Emails: - cgargmum.cons@gmail.com, cgargmum.trade@gmail.com

Brazil

Embassy of the Federative Republic of Brazil ,
8, Aurangzeb Road , New Delhi -110001.
Tel: 23017301, Fax: 23793684
Mail: brasindi@vsnl.com , web: www.brazilembassyinindia.com

Consulate General of Brazil (**Mumbai**)
Unit nos. 113&114 , Free Press House, 11th floor
Free Press Journal Marg , Nariman Point, Mumbai-400021
Tel: 022-22834467/22834468 , fax: 022-66103768
email:consbrasmumbai@gmail.com

Chile

Embassy of the Republic of Chile ,
146, Jor Bagh, New Delhi-110003.
Tel: 24632276, 24617123, 24717165, Fax: 24617253, 24617102
Mail: embchile3@vsnl.com , embajadorchile@airtelbroadband.in
web: www.echileindia.com

Colombia

Embassy of Colombia ,
HE Mr. Juan Alfredo Pinto Saavedra
Ambassador Extraordinary and Plenipotentiary
3 Palam Marg, First Floor, Vasant Vihar. New Delhi 110057
Tel. +91-11-41662103, 41662105, 41662106, 41662109
Fax +91-11-41662108, E-Mail: edelhi@minrelext.gov.in

Cuba

Embassy of the Republic of Cuba ,
W-124 A Greater Kailash Part I , New Delhi -48
Tel 29242467/ 68 , Fax: 2923 2469
Mail: embcuind@del6.vsnl.net.in , web: www.cubanembassyindia.org

Dominican Republic

Embassy of Dominican Republic
4 Munirka Marg, First Floor
Vasant Vihar, New Delhi- 57
Tel: 4601 5000 to 5003, mail: hansindia@gmail.com

Ecuador

Embassy of Ecuador
Embassy of the Ecuador, D-3/1, Vasant Vihar, New Delhi 110057
Tel. 46011801, 46011802, Fax. 46011804
Email: eequindia@mrrree.gov.ec , Web: www.embassyofecuadorindia.com

El Salvador

Embassy of El Salvador
E 5/1, Vasant Vihar, New Delhi-57;

Ph. No. 46088400

Guyana

Guyana High Commission
F- 8/22 Vasant Vihar, New Delhi - 110057
Tel: 51669717-18 / Fax: 51669714 , mail: bhaley15@yahoo.co.uk

Mexico

Embassy of Mexico
C-8, Anand Niketan, New Delhi
Tel: 2411 7186(Direct) , 2411 7180/81/82 Extn 108, Fax: 2411 7193
mail: embmexindia@mantraonline.com , embamexindia1@touchtelindia.net
web: <http://www.sre.gob.mx/india>

Panama

Embassy of Panama ,
3-D Palam Marg, Vasant Vihar
New Delhi- 110057
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E-mail: pconsul@vsnl.com

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14, Poorvi Marg, Vasant Vihar, New Delhi-110057.
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web: www.embaperuindia.com

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Uruguay

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