

GOVERNMENT OF INDIA
DEPARTMENT OF COMMERCE
FOCUS LAC PROGRAMME

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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 have reorganized India's export capabilities and the advantages of doing business with India and look forward to countries like India for imports at affordable prices.

Opportunities in the Latin American region

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

- According to the Economic Commission for Latin America and the Caribbean (ECLAC) Latin America and the Caribbean grew by around 5.9 % in 2010. Growth for 2011 is projected at 4.7% for the region.
- During 2010 some countries of the region like Paraguay (15.0%) Argentina (9.2%) Peru (8.8%) Uruguay (8.5) Dominican Republic (7.8%) Panama (7.5%) and Brazil (7.5%) registered an impressive growth .
- The Latin American and Caribbean (LAC) region comprising 43 countries accounts for about 5.68% of the total world trade in 2010.
- According to ECLAC total merchandise exports of Latin America in 2010 were US\$ 889.31 billion and their total merchandise imports were US \$ 883.50 billion.
- India's exports to Latin America were US\$ 10.72 billion in 2010-11. While imports from the region during the same year were US \$ 13.96 billion.
- Brazil, Venezuela, Bahamas, Mexico, Chile, Argentina, Colombia, Peru, Ecuador and Panama are India's top ten trading partners constituting approximately 95.6% of the total trade with the LAC region in 2010-11.
- India has signed two Preferential Trade Agreement (PTAs) in LAC region one with MERCOSUR (trade bloc of Argentina Brazil Paraguay and Uruguay) on January 25 2004 (Annexes to PTA 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. IT, pharmaceuticals, energy, steel etc. are the main sectors of Indian investments in the region.
- Activation of regional trade arrangements such as MERCOSUR (Southern 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) has been done.
- 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,

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) and ITC.

language barriers, inadequacy in the exchange of information and the absence of direct 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. 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	

Global Trade of the Latin American region

The global trade of the Latin American countries has been showing an increasing trend except during 2002 and 2009 as may be seen from the following data:

(Values in million US\$)

YEAR	EXPORT VALUES	EXPORT GROWTH (%)	IMPORT VALUES	IMPORT GROWTH (%)	TOTAL TRADE
2001	354280	-	361696	-	715976
2002	357992	1.05	337935	-6.57	695927
2003	390743	9.15	349362	3.38	740105
2004	481568	23.24	424753	21.58	906321
2005	580959	20.64	502131	18.22	1083090
2006	694728	19.58	597802	19.05	1292530
2007	780045	12.28	712073	19.12	1492118
2008	906377	16.2	864305	21.38	1770682
2009	701823	-22.57	650209	-24.77	1352032
2010	889307	26.71	843502	29.73	1732809

(Data source: ECLAC)

The total global export of the Latin American region has gone up from US\$ 354.28 billion in 2001 to US\$ 906.38 billion in 2010, recording an increase of about 151%. The global import of the Latin American region has grown from US\$ 361.70 billion in 2001 to US\$ 843.31 billion in 2010, recording an increase of about 133 %.

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. Meetings with CII, FICCI, EPCs and other trade bodies are held with a view to organizing seminars, securing participation in fairs, holding catalogue shows/BSMs and sending/inviting delegations. Similarly meetings are held in the sectors of shipping and civil aviation to initiate measures to improve the transport links. Discussions are held with Exim Bank, ECGC, etc., 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.

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.

The India-MERCOSUR PTA provides five Annexes. These five Annexes have been signed 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 Indian 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.

India- MERCOSUR PTA came into effect from 1st June 2009. Implementation of the India-MERCOSUR Agreement was notified by WTO on 24.02.2010.

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. The first meeting of Joint Administrative Committee (JAC) on India-MERCOSUR PTA was held in November 2009 wherein various aspects of the implementation and expansion of the agreement were discussed. The 2nd meeting of JAC on India- MERCOSUR PTA was held in June 2010. In the said meeting both sides discussed the modalities of the expansion of the PTA and exchanged their respective wish list in the matter.

(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.

As a follow up to the Framework Agreement India and Chile had signed a Preferential Trade Agreement (PTA) in March 2006. 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. Likewise Chile has offered us tariff preferences from 10% to 100% 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.

During the first meeting of Joint Administrative Committee held in New Delhi on 2nd February 2009 to review the implementation of India-Chile PTA both sides agreed to initiate the process of deepening and widening of the agreed lists of the existing PTA. In the 3rd meeting on expansion of India-Chile PTA held in 30 June- 1 July, 2011 in Chile, both the sides agreed on broad principle for expansion of the PTA.

(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 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.

(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) Indo- Trinidad Joint Commission
- (k) 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

At present, India Missions are functioning in 14 major countries in the LAC region. Recently, full fledged commerce posts have been sanctioned by this Department for the Indian Embassy at Brasilia, Buenos Aires (Argentina), Santiago (Chile), Bogota (Colombia) and Mexico City (Mexico) in different capacities. These posts are in addition to the existing 10 posts of Marketing Assistant operating in nine Indian Missions in the LAC region (EOI Argentina has two sanctioned posts of such Marketing Asstt). 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).

2. Measures by apex trade bodies:

Joint Business Councils

FICCI/ASSOCHAM has 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 which 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. Special FMS was introduced in Oct, 2011 by this Deptt, with a view to increase the competitiveness of Indian exports, which allows the total duty credit scrip @4%. under this Special FMS , twelve (12) countries of LAC are included. Cuba and Mexico are new entrants in this category, whereas remaining 10 countries are already included in FMS.

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. 180000/- 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. 100000 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. 100000. 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 it is envisaged to provide financial assistance 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 30.06.2011) 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 eleven lines of credit to the following banks/Governments in the LAC region (as on 13.10.2011):-

(Value- USD million)

S.No.	Borrower	Amount of Credit	Purpose	Tenure
1	Banco de Comercio Exterior de Colombia S.A. (Bancoldex), Colombia	10.00	General purpose	Upto 5 years
2	Corporacion Andina de Fomento (Andean Development Corporation) (covering Bolivia, Colombia, Ecuador, Peru and Venezuela)	10.00	General purpose	Tranche A: Upto 5 years Tranche B: Upto 2 years
3	Banco Bradesco S.A., Brazil	10.00	General purpose	Tranche A: Upto 5 years Tranche B: Upto 2 years
4	Republic Bank Ltd., Trinidad & Tobago	8.00	General purpose	Upto 5 years
5	Government of Honduras	30.00	Communication, Health, Transport and Air Force Components from India to Honduras	Upto 20 years
6	Government of Suriname	16.00	General purpose	Upto 15 years
7	Government of Suriname	10.40	Water supply project	Upto 15 years
8	Government of Suriname	10.59	Purchases from BEL,HAL and Ordinance Factory Board	Upto 15 years
9	Government of Suriname	5.76	Purchase of Helicopters	Upto 15 years

			from HAL	
10	Government of Guyana	19.00.	Cricket stadium in Georgetown	Upto 20 years
11	Government of Guyana	2.10	Signaling System	Upto 20 years
12	Government of Guyana	4.00	Fixed and movable irrigation pumps	Upto 20 years
13	Government of Jamaica	7.50	Export of water pumps	Upto 12 years

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

The total merchandise trade with the region grew from a modest US\$ 1.97 Billion in 2001-02 to about US\$ 24.59 Billion in 2010-11. During the same period, the total Indian exports to the region grew from a modest US\$ 960.30 million to US\$ 10.71 billion, indicating a growth of about 1012% over these ten years. Similarly our imports grew from about US\$ 1.01 billion to US\$ 13.88 billion over this period, showing a growth of about 1151%.

(Values in million US\$)

YEAR	EXPORT VALUES	% GROWTH OF EXPORTS	IMPORT VALUES	% GROWTH OF IMPORTS	BALANCE OF TRADE	TOTAL TRADE
2001-02	960.3	-1.85	1,006.16	42.17	-45.86	1,966.46
2002-03	1,295.80	34.94	1,046.04	3.96	249.76	2,341.84
2003-04	1,138.80	-12.12	1,192.66	14.02	-53.86	2,331.46
2004-05	2,160.71	89.74	2,054.80	72.29	105.91	4,215.51
2005-06	2,993.47	38.54	2,662.74	29.59	330.73	5,656.21
2006-07	4,265.41	42.50%	6,135.27	130.41	-1,869.86	10,400.68
2007-08	5,673.19	33.00%	6,557.34	6.88%	-884.16	12,230.53
2008-09	6,172.03	8.79%	9,963.96	51.95%	-3,791.93	16,135.99
2009-10	6,210.42	0.62%	10,403.40	4.41%	-4,192.98	16,613.82
2010-11	10,707.71	72.42%	13,883.00	33.45%	-3,175.29	24,590.71

% share of India's Exports and import with Latin America

The % share of our exports and import with the region vis-à-vis India's global exports and imports during the last 10 years is as follows:

(Values in million US\$)

YEAR	EXPORTS TO LAC	TOTAL EXPORTS	% SHARE	IMPORTS FROM LAC	TOTAL IMPORTS	% SHARE
2001-02	960.3	43826.73	2.19%	1,006.16	51413.29	1.96%
2002-03	1,295.80	52719.43	2.46%	1,046.04	61412.13	1.70%
2003-04	1,138.80	63842.55	1.78%	1,192.66	78149.11	1.53%
2004-05	2,160.71	83535.94	2.59%	2,054.80	111517.44	1.84%
2005-06	2,993.47	1,03,090.53	2.90%	2,662.74	149165.73	1.79%

2006-07	4,265.41	1,26,414.05	3.37%	6,135.27	1,85,735.24	3.30%
2007-08	5,673.19	1,63,132.18	3.48%	6,557.34	2,51,654.01	2.61%
2008-09	6,172.03	1,85,295.36	3.33%	9,963.96	3,03,696.31	3.28%
2009-10	6,210.42	1,78,751.43	3.47%	10,403.40	2,88,372.88	3.61%
2010-11	10,707.71	2,52,275.33	4.24%	13,883.00	3,46,856.62	4.00%

(Data source: DGCI&S, Kolkata)

The percentage share of India's exports to Latin America in its global exports increased from 2.19% in 2001-02 to 4.24% in 2010-11. Whereas, the % share of India's imports from the region increased from 1.96% in 2001-02 to 4.0 % in 2010-11.

Major Trading Partners

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 in 2010-11 is given below:

(in million US \$.)

S.No.	Country	Exports	Imports	Total trade
1	BRAZIL	4,441.62	3,447.67	7,889.29
2	VENEZUELA	169.88	5,209.91	5,379.79
3	BAHAMAS	2,173.10	4.54	2,177.64
4	MEXICO	912.55	1,128.49	2,041.04
5	CHILE	550.91	1,444.95	1,995.85
6	ARGENTINA	399.61	1,008.30	1,407.91
7	COLOMBIA	555.15	846.13	1,401.28
8	PERU	455.5	177.83	633.32
9	ECUADOR	125.38	169.11	294.49
10	PANAMA REPUBLIC	118.19	169.78	287.97

Top items of India's exports to LAC countries (2010-11)

(value – USD million)

S.N.	Commodity	Apr 09- Mar 2010	Apr 10- Mar 2011(P)	% Growth
1.	PETROLEUM (CRUDE & PRODUCTS)	1,834.39	3,852.44	110.01
2.	TRANSPORT EQUIPMENTS	509.13	1,029.95	102.30
3.	DRUGS,PHRMCUTES & FINE CHEMLS	651.67	766.78	17.66
4.	OTHER ORES AND MINERALS	17.94	609.56	3,298.64
5.	MANMADE YARN,FABRICS,MADEUPS	343.45	577.64	68.19
6.	MACHINERY AND INSTRUMENTS	426.80	495.62	16.13
7.	INORGANIC/ORGANIC/AGRO CHEMLS	371.95	465.17	25.07
8.	COTTON YARN,FABRICS,MADEUPSETC	296.29	413.71	39.63
9.	PRMRY & SEMI-FNSHD IRON & STL	195.42	259.28	32.68
10.	PLASTIC & LINOLEUM PRODUCTS	150.97	255.15	69.01
11.	ELECTRONIC GOODS	81.19	215.22	165.10
12.	MANUFACTURES OF METALS	276.51	209.50	-24.23
13.	OTHER COMMODITIES	82.05	202.25	146.50
14.	RMG COTTON INCL ACCESSORIES	136.17	172.03	26.33

15.	RUBR MFD. PRDCTS EXCPT FOOTWR	96.49	141.33	46.47
16.	DYES/INTMDTES & COAR TAR CHEML	128.33	137.94	7.48
17.	IRON&STL BAR/ROD ETC	51.12	76.08	48.81
18.	SPICES	56.60	72.22	27.61
19.	COSMETICS/TOILETRIES ETC.	55.98	70.60	26.11
20.	RMG MANMADE FIBRES	37.31	64.14	71.90

(Source : DGCIS, Kolkata)

Top items of India's imports from LAC countries (2010-11)

(value- USD million)

S.N.	Commodity	Apr 09-Mar 2010	Apr 10-Mar 2011(P)	%Growth
1.	PETROLEUM, CRUDE & PRODUCTS	5,400.56	8,715.62	61.38
2.	METALIFERS ORES & METAL SCRAP	1,352.53	1,819.19	34.50
3.	VEGETABLE OILS FIXED (EDIBLE)	687.74	998.03	45.12
4.	SUGAR	1,091.78	436.40	-60.03
5.	IRON & STEEL	306.41	251.22	-18.01
6.	ELECTRONIC GOODS	208.51	242.04	16.08
7.	MACHRY EXCPT ELEC & ELECTRONIC	126.76	173.36	36.77
8.	OTHER COMMODITIES	81.59	138.36	69.58
9.	ORGANIC CHEMICALS	225.97	119.93	-46.92
10.	PRIMRY STEL,PIG IRON BASD ITMS	41.51	90.31	117.59
11.	WOOD AND WOOD PRODUCTS	77.74	89.90	15.65
12.	TRANSPORT EQUIPMENTS	110.19	85.24	-22.64
13.	INORGANIC CHEMICALS	58.53	84.14	43.75
14.	FERTILEZERS MANUFACTURED	41.99	68.15	62.30
15.	PULP AND WASTE PAPER	33.93	54.92	61.84
16.	LEATHER	35.31	49.47	40.12
17.	OTHER CRUDE MINERALS	44.30	48.43	9.32
18.	PROJECT GOODS	64.20	48.19	-24.95
19.	ARTFCL RESNS,PLSTC MATRLS,ETC.	72.88	38.10	-47.73
20.	PROFSNL INST,ETC EXCPT ELCTRNC	31.15	34.36	10.31

(Source : DGCIS, Kolkata)

Extreme Focus Product Groups

Three product groups viz. textiles, engineering products and chemical products constitute nearly half 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-I**.

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 centers.
- 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 organize 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. 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.

2. Setting up of Business Centers in Indian Missions in LAC

To help business fraternity and promoting bilateral trade and economic relations with LAC a Business Centers 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 June 2009 under MAI scheme of this Department. These business centers 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

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 fibers.
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 fibers.
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 of 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.

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 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
- xxiii) 2nd Meeting of India-Brazil TMM was held in Sao Paulo Brazil in March 2010 between Commerce Secretary, India and Executive Secretary Ministry of Industry Development and Foreign Trade, Brazil to held discussions on important matters of bilateral interests on trade and commerce.
- xxiv) Hon. Commerce & Industry Minister visited Brazil in April 2010 to participate in IBSA and BRIC Summits held in Brazil.

- xxv) Hon. Minister of State (Commerce & Industry) Shri Jyotiraditya Scindia visited Brazil Peru and Chile from 2-8 Sept 2010 to enhance commerce and trade relations with LAC region
- xxvi) Mr. Alberto Vallarino, Minister of Economy and Finance, Panama visited India and held a meeting with Hon. C&IM in November 2010 to discuss bilateral issues on trade and commerce.
- xxvii) Mr. Luis Alberto Moreno , President , Inter-American Development Bank visited India and held a meeting with Hon'ble C&IM in Novem,2010
- xxviii) Mr. Eduardo Ferreyros , Minister of Trade & Tourism, Peru visited India and had a meeting with Hon. MoS (Com & Ind) India in January 2011 to discuss various issues of mutual interests on bilateral trade and commerce.
- xxix) Mr. Carlos Andrés De Hart Pinto, Vice Minister of Industry, Trade and Tourism of Colombia visited India and had a meeting with Commerce Secretary in Feb. 2011 to discuss important bilateral issues of commerce and trade.
- xxx) Vice President of Uruguay and Minister of Industry, Energy & Mining, Uruguay visited India and held a meeting with Hon. C&IM in Feb 2011.
- xxxi) Mr. Antonio Patriota, Minister of External Relations, Brazil visited India and held a bilateral meeting with Hon. C&IM in March 2011.
- xxxii) Hon'ble MoS (Commerce & Industry) visited Rio de Janeiro (Brazil) for participation in the 6th World Economic Forum on LAC held during 27-29 April, 2011. After completion of WEF in Rio , Hon. Minister also visited Uruguay and Argentina from 2 - 7 May, 2011 to strengthen our trade and commerce relations with Latin America
- xxxiii) Commerce Secretary, India along with a delegation visited Colombia 30 –31 August, 2011 for co-chairing the first meeting of Joint Committee on “Business Development Cooperation ” between India and Colombia

LIST OF INDIAN MISSIONS IN LAC**Argentina**

Embassy of India
 Torre Madero 19th Floor Av Eduardo Madero 942 Buenos Aires-1106
 Telephone : 00-54-11-4393 4001/ 4156, Fax : 00-54-11-4393 4063
 E-Mail : indemb@indembarg.org.ar (Chancery), polsec@indembarg.org.ar (FS), hoc-cons@indembarg.org.ar (Consular) , 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: indemb@indianembassy.org.br (Chancery), hoc.brasilia@mea.gov.in, (HOC), ambassador@indianembassy.org.br (Amb), dcm@indianembassy.org.br (DCM) 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
 Telephone : 00-56-2-2284141, 2286857, 2289743, 2634103
 Fax : 00-56-2-3217217, 2061959
 E-Mail : amb.santiago@mea.gov.in (Ambassador), hoc.santiago@mea.gov.in(HOC)
 web www.embajadaindia.cl

Colombia

Embassy of India
 Calle 116 # 7-15 Int. 2 Of. 301, Torre Cusezar, Santa Barbara
 Bogota D.C., Colombia.
 Tel (57-1) 6373259 6373279 6373280 and 6373289
 Fax : (57-1) 637 3451 and 637 3516
indembog@cable.net.co (General); hoc.bogota@mea.gov.in (HOC); consular.bogota@mea.gov.in (Consular); Website : www.embajadaindia.org
 (also covers **Ecuador and Costa Rica**)

Cuba

Embassy of India
 Calle 21 No. 202 Esquina a 'K' Vedado La Havana Cuba
 Telephone : 00-53-7-8333777, 8333169, 551700
 Fax : 00-53-7-8333287; E-Fax: 00-1-8146801064
 E-Mail : eoihav@ceniai.inf.cu (General) ; amb@indembassyhavana.cu (Amb) ; Web: www.indembassyhavana.cu
 (also covers Dominican Republic and Haiti)

Guyana

High Commission of India
 307, Church Street, Queenstown, Georgetown.
 Telephone : 00-592-2263996, 2268965, 2263240
 Fax : 00-592-2254442 (HC s office); 2257012 (General)
 E-Mail : hc.georgetown@mea.gov.in (HC); hoc.georgetown@mea.gov.in (HOC); cons.georgetown@mea.gov.in (Consular); com.georgetown@mea.gov.in (Commercial Wing)
 Website : www.hcigeorgetown.org.gy
 (also covers **Anguilla St. Kitts & Nevis Antigua & Barbuda**)

Guatemala

Embassy of India 16 Street 4-88 Zone-14
Guatemala city Telephone: 00-502- 23682974 / 23683230 Fax : 00-502-23682524
E-Mail : amb.guatemala@mea.gov.in, hoc.guatemala@mea.gov.in, cons.guatemala@mea.gov.in
Website : www.indemguatemala.org

Jamaica

High Commission of India
27 Seymour Avenue P.O. Box No. 446Kingston-6 Jamaica
Telephone : 00-1-876- 9273114, 9274270 , Fax: 001-876-978 2801 978 0359
E-Mail : hicomindkin@cwjamaica.com (General); hc.kingston@mea.gov.in (HC);
hoc.kingston@mea.gov.in (HOC)
Web: www.hcikingston.com
(also covers **Bahamas Cayman Islands Turks & Caicos Islands**)

Mexico

Embassy of India
Avenida Musset 325 Col. Polanco, C.P. 11550 Mexico D.F.
Telephone : 00-52-55-55311050, 55311002, Fax : 00-52-55-5254 2349
E-Mail : amb_eoimex@prodigy.net.mx, couns_eoimex@prodigy.net.mx (Counsellor),
hoc_eoimex@prodigy.net.mx (HOC), com_eoimex@prodigy.net.mx (Commercial),
Web: www.indembassy.org
(also covers 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: 00-507-2096779(Amb) ; 2096649
E-Mail : ambassador@indempan.org (Amb); hoc@indempan.org (HOC);
sscci@indempan.org(Com,Cons &Inf); Website : 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 , commercial@indembassy.org.pe (Commercial)
web www.indembassy.org.pe
(also covers **Bolivia**)

Suriname

Embassy of India
No.221, Dr. Sophie Redmondstraat, PO Box No.1329, Paramaribo.
Telephone : 00-597-498344, 531448, 531449, Fax: 00-597-491106 499382
Mail: ambindia@sr.net , hoc.paramaribo@mea.gov.in (FS HOC)
Website - 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.pospain@mea.gov.in, hcipos@tstt.net.tt, hoc.pospain@mea.gov.in 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 , com.caracas@mea.gov.in (FS Pol); hoc.caracas@mea.gov.in (FS HOC)Web: www.embindia.org

LIST OF MISSIONS OF LAC IN INDIA

Argentina

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

Chile

Embassy of the Republic of Chile
A-16/1, Vasant Vihar, New Delhi-110057
Telephone: +91-11-4310 0400, Fax: +91-11-4310 0431
E-mail: embchile@airtelmail.in
web: www.echileindia.com

Colombia

Embassy of Colombia
85, Poorvi Marg, Vasant Vihar , New Delhi-110057
Tel. +91-11-41662103 41662105 41662106 41662109
Fax +91-11-41662108 E-Mail: edelhi@minrext.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
F-48, 1st Floor , Poorvi Marg, Vasant Vihar,
New Delhi-110057
Tel: +91-11-43425000 , Fax: +91-11-43425050
E-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: eeuindia@mrrree.gov.ec Web: www.embassyofecuadorindia.com

El Salvador

Embassy of El Salvador
E 5/1 Vasant Vihar New Delhi-57;
Ph. No. 46088400 , Fax: +91-11-4601 1688
E-mail: esembassy@gmail.com

Guyana

Guyana High Commission
F- 8/22 Vasant Vihar New Delhi - 110057
Tel: 41669717; 41669718/ Fax: 41669714 mail: hcommguy.del@gmail.com

Mexico

Embassy of Mexico
C-8 Anand Niketan New Delhi-110021

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
Tel: 26148260 26148268 Fax: 26148261
Mail: panaind@bol.net.in

Consulate General (Mumbai office)

Flat No. 7 1st Floor Churchill Chambers
32 Mereweather Road B.K. Boman Behram Marg Mumbai - 01
Tel: +91-22-2287 1391 / 93 Fax: +91-22-2287 1390
E-mail: pconsul@vsnl.com

Paraguay

Embassy of Paraguay
B-11 Ground Floor Vasant Marg Vasant Vihar New Delhi-110057
Tel: 4270 5671/ 74 AND 75 Fax: 42705672
email: gpappalardo@hotmail.com

Peru

Embassy of the Republic of Peru
A-9/5, Bucarest Marg, Vasant Vihar
New Delhi-110057
Telephone: +91-11-46163333, 46163303 Fax: +91-11-46163301
E-mail: ambassador@embassyperuindia.in
web: www.embaperuindia.com

Suriname

Embassy of the Republic of Suriname
C-15 Malcha Marg Chanakyapuri
New Delhi-110021
Tel: 2688 8453/54 Fax: 2688 8450
Mail: embsurnd@rediffmail.com web: www.embsurnd.com

Trinidad & Tobago

High Commission for the Republic of Trinidad & Tobago
B-3/26 Vasant Vihar New Delhi 110057
Tel: +911146007500 Fax: +91-11 46007505
Email: info@hctt.in

Uruguay

Embassy of the Republic of Uruguay
B-8/3, Vasant Vihar
New Delhi-110057
Telephone: +91-11-2615 1991, 2615 1992, 2615 1993
Fax: +91-11-2614 4306
Mail: uruind@del3.vsnl.net.in

Venezuela

Embassy of Venezuela
E-106 Malcha Marg Chanakya Puri New Delhi-110021.
Telephone: +91-11-4168 0218, 9 , Fax: +91-11-41750743
E-mail: embassy@embaveneindia.com
