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Engineering Centre, 5th Floor, 9, Mathew Road, Mumbai - 400 004.

Maharashtra State, INDIA.

Website: <http://www.texprocil.org> E-mail: info@texprocil.org Tel.: 91-22-2363
2910 to 12 Fax: 91-22-2363 2914

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**E Serve No. 98 of 2017
2017**

August 19,

**Sub: Inviting participation in Multi-Product Business Delegation to
Cuba and Panama led by Hon'ble Commerce and Industry Minister,
Govt. of India**

Dear Member,

In order to boost India's exports to the Latin American Region, FIEO with the support of Ministry of Commerce and Industry, Govt. of India is mounting a **Multi-Product Business Delegation to Cuba and Panama of select Indian Companies** from October 29, 2017 to November 2, 2017. The objective of the delegation is to showcase quality Indian products and services to the prospective buyers with the overall objective to enhance India' exports in the region through Focused B2B Meets.

The focused sectors are Auto-parts, Chemicals, **Textiles**, Pharmaceuticals, Plastics, Hand-tools, Food and Agro Products, Agriculture Machinery, Engineering, Building Material and related products, Leather made products, Infrastructure, Renewable Energy, Services including Tourism and Logistics etc.

India-Cuba relations have been traditionally warm and friendly. Both countries have maintained close contacts with each other in various international fora, such as the UN, NAM, WTO, etc. During the visit of Shri Hamid Ansari , Hon'ble Vice president of India in October, 2013, the relations were upgraded to Special Strategic Partnership as a result there is an inclination of Cuba Importers to increase imports from India and explore investments. Trade between India and Cuba stood at USD 43.18 Million in 2016-17.

Panama has historically served as the crossroads of trade for the Americas. Its strategic location as a bridge between two oceans and the meeting of two continents has made Panama not only a maritime and air transport hub, but also an international trading, banking, and services center. Panama's is also enhancing its global and regional prominence through trade liberalization and privatization and it is participating actively in the hemispheric movement toward free trade agreements. Trade between India and Panama stood at USD 423.85 Million in 2016-17.

The visit of the delegation is coinciding with the India Participation in FIHAV-35th Havana International Fair scheduled from 30 October, 2017 - 3 November, 2017 at Havana, Cuba. The participation in the fair is being organized by ITPO and FIEO Jointly and likely to be inaugurated by Hon'ble Commerce and Industry Minister, Govt. of India.

Participation Charges:

The Business Delegation is proposed under Market Access Initiative (**MAI**) of the Ministry of Commerce & Industry, Govt. of India. After taking into consideration the assistance from Ministry and FIEO's contribution, **subsidized participation fees is Rs.3,00,000/- (subject to the approval of Ministry)**

Participation fee includes the following:

- **B2B Meetings in Cuba and Panama**
- **Hotel Stay in Cuba and Panama (2 Nights each on Single occupancy-4* and above)**
- **Local and Airport transfers**
- **All Meals (Breakfast, Lunch and Dinner)**
- **Visa Charges (Cuba and Panama)**
- **Interpreter Charges**

Air-ticket (Economy Class) per person per company will be reimbursed subject to the approval of Ministry upto Rs. 1,00,000/- to the eligible companies.

If you want to be a part of this business delegation, kindly send your confirmation as per the [Registration Form \(click here\)](#) along with the participation fee (Non-Refundable). Your confirmation should reach FIEO immediately. The payment may be made by **Demand Draft/RTGS** in the name of Federation of Indian Export Organisations payable at New Delhi.

Details for RTGS/NEFT Payment: Axis Bank

Bank Name : Axis Bank Ltd.
Bank Address : 29 CC Basant Lok Complex, Vasant Vihar, New Delhi-110057
Bank A/c : FIEO
Account No. : 473010100060914

MICR Code : 110211041
IFSC : UTIB0000473

In case of any further details/queries, you may please contact **Mr. Ashish Jain, Director, FIEO** at 011-46042118/44/16 or mobile 9911148486 or by e-mail at ashishjain@fieo.org; mohithans@fieo.org; manishsharma@fieo.org.

Regards,

N. Ravindranathan
Director

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