



Investment & Technology  
Promotion Division  
Ministry of External Affairs



Confederation of Indian Industry



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RELACIONES EXTERIORES



AMEXCID  
AGENCIA MEXICANA  
DE COOPERACIÓN INTERNACIONAL  
PARA EL DESARROLLO



# INDIA-LATIN AMERICA & CARIBBEAN CONCLAVE

28-29 Nov, 2016 | Guadalajara, MEXICO



# INDIA-LATIN AMERICA & CARIBBEAN CONCLAVE

**28-29 Nov, 2016 | Guadalajara, MEXICO**

The six previous editions of the India-Latin America & Caribbean (LAC) Conclave in New Delhi, India, has helped increase the profile of the LAC region in India. However, many in the LAC region yearn to engage in such platforms with India but have yet to leverage from it. This year, we propose to cater to a new audience by hosting the Conclave in the LAC region: to Latin Americans who seek a better understanding of the India story.

The Confederation of Indian Industry (CII), in partnership with the Ministry of External Affairs (MEA), Government of India, the United Nations Economic Commission for Latin America and the Caribbean (UN ECLAC) and the Government of Jalisco, Mexico, is organizing the **India-Latin America & Caribbean (LAC) Conclave on 28-29 November, 2016 at the Guadalajara National Chamber of Commerce, Guadalajara, Mexico.**

An India-LAC Conclave in the LAC region would greatly benefit the local businesspersons, entrepreneurs, academicians and government representatives, and would provide a platform to interact with a large Indian delegation with a diverse background.

The India-LAC Conclave will be hosted in Mexico, the first LAC country to recognize India's independence. Mexico is part of the vibrant economic bloc, the Pacific Alliance, of which India is also an observer member. The UN ECLAC (or CEPAL in Spanish) will ensure participation of important stakeholders in the LAC Region and provide organizational support through its sub-regional headquarters in Mexico. The Government of Jalisco is the local partner and Guadalajara the host city for the Conclave.

This partnership, encompassing CII, the Government of India, ECLAC and the Government of Jalisco, Mexico, would provide the necessary impetus to bring together important actors and help shape the future of India-LAC relations.

## EVENT COMPONENTS

- Plenary Sessions
- Business-to-Business Meetings
- Networking Lunches
- Gala Dinner
- Cultural Evening

## PARTICIPANTS' PROFILE

- Ministers & Senior Government officials from India & LAC
- Business Leaders
- Investment & Trade Promotion Agencies
- Industry Associations from the LAC region
- Financial Institutions & Banks from the Region

## PROGRAM PREVIEW

- Latin America as a business destination
- Opportunities and challenges for collaboration between India and LAC
- Exploring key issues like energy security and food security
- Trade and investment seminar
- Business synergies in pharmaceuticals, technology, agriculture, renewable energy and many more

## Previous Editions of the India-LAC Conclave

The six previous editions of the CII India-Latin America & Caribbean Conclave have been held in New Delhi and has played a catalytic role in forging new India-LAC business partnerships.

The 6<sup>th</sup> edition, held on October 8-9, 2015, drew the participation of senior ministers, business leaders and entrepreneurs from both regions. The 6<sup>th</sup> Conclave facilitated 250 Business-to-Business meetings between Indian and LAC business leaders and delegations. The leaders agreed that due measures should be taken to provide continuity to the ideas that are discussed at the India-LAC Conclaves.

## Quotes from participants and speakers at the 6<sup>th</sup> CII India-LAC Conclave held in 2015



“ Costa Rica, as a key exporter of high tech products and services, would be an ideal destination for Indian investors.

**Ms Ana Helena Chacon Echeverria**  
Vice President, Government of Costa Rica



“ The private sector has a key role in broadbasing India-LAC trade and investment relations. While there are some challenges in the way of accelerating bilateral trade and investment flows, through deeper bilateral cooperation those very challenges can be turned into partnership opportunities.

**Mr Rodolfo Nin Novoa**  
Minister of Foreign Affairs, Government of Uruguay



“ Mexico - by virtue of trade pacts with different countries and regions in North America, LAC and Europe - is an ideal export platform for Indian companies that set up manufacturing operations in the country.

**Mr Francisco de Rosenzweig Mendiildua**  
Vice Minister of External Trade  
Ministry of Economy, Government of Mexico



“ Although India's bilateral trade with the LAC region has increased significantly from \$3.7 billion a decade ago to \$50 billion in 2015, it is still a small fraction of India's total external trade (5%) as well as that of the LAC region (2%).

**Ms Rita Teotia**  
Commerce Secretary, Ministry of Commerce & Industry, Government of India



“ As the Indian economy pushes for double digit GDP growth, LAC companies will see new business and investment avenues being created in India.

**Mr Dhruv Sawhney**  
Chairman, 6th CII LAC Conclave, 2015; Past President, CII  
and Chairman and Managing Director, Triveni Engineering & Industries Ltd



“ Geographical distance between India and LAC region should not be viewed as an insurmountable barrier to do business as India maintains strong trade and investment ties with the US and Canada which are also separated from the sub-continent by two oceans.

**Dr Naushad Forbes**  
President-designate, CII & Director, Forbes Marshall Ltd



“ India-LAC bilateral trade and investment flows could expand several-fold as outreach programmes for promotion of India-LAC partnerships reach a greater number of non-metro markets in India including Tier II cities.

**Mr Chandrajit Banerjee**  
Director General, Confederation of Indian Industry (CII)



## Ministry of External Affairs, Government of India

The Ministry of External Affairs handles all matters relating to foreign policy for the Government of India and operates globally through its 183 Indian missions/posts abroad. The Investments, Technology Promotion & Energy Security (ITP & ES) Division is the nodal division within the MEA that promotes and facilitates foreign investment flows (FDI, FII, technology transfer and management) and handles all issues relating Social Security / Totalization Agreements and energy security in close coordination with other central government Ministries and departments. The Division supports the activities of leading business chambers, media houses, and consultancy firms and works closely with other central government Ministries/Departments and respective State governments in their international outreach activities.

## Confederation of Indian Industry

The Confederation of Indian Industry (CII) works to create and sustain an environment conducive to the development of India, partnering industry, government, and civil society, through advisory and consultative processes. CII is a non-government, not-for-profit, industry-led and industry-managed organization, playing a proactive role in India's development process. Founded in 1895, India's premier business association has over 8000 members, from the private as well as public sectors and an indirect membership of over 200,000 enterprises from 240 national and regional sectoral industry bodies.

## United Nations Economic Commission for Latin America and the Caribbean

The United Nations Economic Commission for Latin America and the Caribbean (ECLAC, or CEPAL in Spanish and Portuguese), which is headquartered in Santiago, Chile, is one of the five regional commissions of the United Nations. It was founded with the purpose of contributing to the economic development of Latin America, coordinating actions directed towards this end, and reinforcing economic ties among countries and with other nations of the world. The promotion of the region's social development was later included among its primary objectives.

## Ministry of Foreign Affairs, Mexico

The mission of the Ministry of Foreign Affairs of Mexico is to conduct the foreign policy of Mexico through dialogue and cooperation, to promote the country and to tend to the Mexican Nationals living abroad, while also coordinating the international activities of the Government.

## Government of Jalisco, Mexico

The State of Jalisco is ranked 1st place in the Top Metropolitan Regions in Latin-America, and Guadalajara (Capital of Jalisco) is ranked 6th place in the ten top Latin American Cities of the Future (FDI Magazine). Jalisco is not only a leader in Innovation, R&D, Design and Engineering Centers (Electronics, IT, Aerospace), but it also has over 2,600 foreign companies doing business in the State.

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