

FIEO/ MRD/6(7)2017-18

August 29, 2017

Dear Sir (s),

**Multi-Product Business Delegation to Cuba and Panama  
Led by Hon'ble Commerce and Industry Minister, Govt. of India  
(October 29, 2017-November 2, 2017)**

***Air-ticket (Economy Class) per person per company will be reimbursed upto Rs.  
1,00,000/- to the eligible companies as per MDA Guidelines***

**Hurry: Limited Delegates**

I am pleased to inform you that 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's 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-35<sup>th</sup> 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, we are pleased to offer **subsidized participation fees of 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)
- Airfare (Economy Class) for per person ( Delhi-Havana-Panama-Delhi)
- Local and Airport transfers
- All Meals (Breakfast, Lunch and Dinner)
- Visa Charges (Cuba and Panama)
- Interpreter Charge

If you want to be a part of this business delegation, kindly send us your confirmation as per the Registration Form enclosed along with the participation fee (Non-Refundable). Your confirmation should reach us as early as possible but in any case **before 5<sup>th</sup> September, 2017**. Please Note that we have limited no. of delegates. 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 contact FIEO at 011-46042118/44/16 or by e-mail at [ashishjain@fio.org](mailto:ashishjain@fio.org); [mohithans@fio.org](mailto:mohithans@fio.org); [manishsharma@fio.org](mailto:manishsharma@fio.org) .

Thanking you,

Yours sincerely,

**(Dr. Ajay Sahai)**

FEDERATION OF INDIAN EXPORT ORGANISATIONS

Tel: 011-46042118/44/16 Fax: 011- 26148194

E-mail: [ashishjain@fieo.org](mailto:ashishjain@fieo.org); [mohithans@fieo.org](mailto:mohithans@fieo.org) ; [manishsharma@fieo.org](mailto:manishsharma@fieo.org)

Registration Form

**Multi-Product Business Delegation to Cuba & Panama**

1. Name of the Company: \_\_\_\_\_  
Address \_\_\_\_\_  
Tel \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_  
Mobile: \_\_\_\_\_ Website: \_\_\_\_\_

2. IEC Code No: \_\_\_\_\_  
**(Kindly attach a copy of the IEC)**

3. FOB Value of Exports:  
2015-16 \_\_\_\_\_  
2016-17 \_\_\_\_\_

4. HS Codes (Exports)

S. No.	HS Code (6 digit level)	Product description

5. Member: FIEO/ Other EPC (mention your RCMC No.)  
\_\_\_\_\_

6. Business Interest  
Exports: \_\_\_\_\_  
Imports: \_\_\_\_\_

7. Any Other Business Interest with Cuba & Panama  
\_\_\_\_\_  
\_\_\_\_\_

8. Remittance details (Demand Draft/RTGS):  
Amount \_\_\_\_\_ Demand Draft No./RTGS \_\_\_\_\_ Date \_\_\_\_\_  
Name of the Drawing Bank \_\_\_\_\_

Yes I am interested in participating in Business Delegation to Cuba and Panama

Signature of authorized signatory \_\_\_\_\_

Name & Designation \_\_\_\_\_

Company Seal \_\_\_\_\_

Date: \_\_\_\_\_



## Multi-Product Business Delegation to Cuba & Panama

### **DETAILS OF REPRESENTATIVES**

Tel: +91-11-46042118/44/16; Email: [ashishjain@fieo.org](mailto:ashishjain@fieo.org); [mohithans@fieo.org](mailto:mohithans@fieo.org); [manihsharma@fieo.org](mailto:manihsharma@fieo.org)

**Company Name** : .....

**Name of Representative:** .....

**Designation:** .....

#### **Passport Details:**

**Passport No** : .....

**Place of Issue** : .....

**Date of Issue** : .....

**Date of Expiry** : .....

---

**Name of Representative:** .....

**Designation:** .....

#### **Passport Details:**

**Passport No** : .....

**Place of Issue** : .....

**Date of Issue** : .....

**Date of Expiry** : .....

*Please attach a passport size photograph of each representative.*