



**10<sup>th</sup> CII India-LAC Conclave**  
**“Advancing Economic Alliances for Collaborative Growth”**  
19 - 20 March 2025: Le Méridien Hotel, New Delhi

**Programme**

**Day 1: 19th March 2025**

**Delegates to be seated by 09.30 am**

**1000 – 1130 Hrs**  
*Sovereign Hall*

**Opening Plenary: Facilitating India-LAC Trade Relations: The Way Forward**

*While LAC's exports are driven by crude oil, metal ores, and agricultural products, India's strengths lie in pharmaceuticals, engineering goods, and IT services, presenting opportunities for diversification and mutual growth. Bilateral trade in services is another area that brims with growth opportunities. To expand trade in goods and services, India and the LAC region would do well to usher in robust, comprehensive trade mechanisms, including bilateral agreements, digital trade platforms, and the expansion of trade in high-value sectors like renewable energy, advanced manufacturing, and digital services.*

*How can India and the LAC region create trade systems that foster resilience and inclusivity? What role can digital technologies and bilateral frameworks play in reducing trade barriers?*

Session Chair: **Mr Chandrajit Banerjee**, Director General, Confederation of Indian Industry

Keynote Address: **Shri Pabitra Margherita**, Minister of State for External Affairs, Government of India

Special Address: **H.E Dr Eduardo Martinez Diaz**, Deputy Prime Minister, Republic of Cuba

Session Speakers:

- **Shri Sunil Barthwal**, Commerce Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India
- **Mr R Mukundan**, Vice President, Confederation of Indian Industry
- **Mr Jai Shroff**, Chairman, National Committee on Latin America & the Caribbean, Confederation of Indian Industry
- **Mr Narayan Sethuram**, Co-Chairman, CII Trade Policy Council, Confederation of Indian Industry
- **Mr Hiroshi Wago Rojas**, Director of Global Partnerships, CAF - Development Bank of Latin America, Colombia

## Plenary Session 2

1145 - 1230 Hrs

Sovereign Hall

### Session: Empowering Mobility: Converging Forces in Automotive Industry

*In FY23, India exported 4.76 million automobiles, employing 19 million people directly and indirectly. Its EV market is projected to reach USD 7.09 billion by 2025. In 2022, LAC imports totalled USD 113.07 billion, with USD 4.33 billion from India, signalling collaboration opportunities. Globally, India, Mexico, and Brazil ranked 4th, 7th, and 8th in motor vehicle production. With abundant lithium reserves, the LAC region is pivotal for the global energy transition, complementing India's rising focus on EVs and sustainable mobility.*

*How can India and Latin America collaborate to create sustainable and scalable models for workforce development in the automotive industry? What role can India play in facilitating the integration of advanced technologies in Latin America's automotive industry?*

Session Chair: **Mr Vipin Sondhi**, Chairman, CII Green Mobility Council

- **Mr Guillermo Reed Frausto**, General Director of Investment Attraction, Secretary of Economic Development, Science and Technology, Government of Aguascalientes, Mexico
- **Mr Rakesh Amol**, President, Ralson Tyres Limited
- **Mr Bobby Salwan**, Business Head Middle East, Latin America, Caribbean, North, West Africa - MENA & WA (LHD Business), Mahindra and Mahindra [Automotive and Farm Equipment Business]

## Plenary Session 3

1230 - 1330 Hrs

Sovereign Hall

### Session: Ramping up Services Sector Partnerships for Deeper Bilateral Cooperation

*The services sector, that contributes about two-thirds of the global GDP, plays a pivotal role in the growth and development of Indian and LAC economies across sectors such as banking, insurance, transportation, among others. With a median age of 28 years, India is uniquely positioned to leverage its youthful and talented demographic dividend through strategic collaborations with LAC economies. India's Global Capability Centres (GCC) has also seen an impressive growth trajectory. How can India partner with LAC countries to expand their respective services*

## Breakout Session

1145- 1230 Hrs

Inspire Hall

### Session: India – MERCOSUR Cooperation

*MERCOSUR has emerged as a pivotal partner in advancing India's global trade strategy with the LAC region. The India-MERCOSUR Preferential Trade Agreement (PTA), operational since 2009, has strengthened bilateral economic ties through tariff concessions, supported by annexes on rules of origin, safeguards, and dispute resolution. Recent discussions through Joint Administrative Committee (JAC) meetings have highlighted the potential to diversify into transformative sectors such as renewable energy, IT, robotics, and space technology. How can the expanded PTA and collaborative ventures in emerging sectors strengthen India-MERCOSUR relations and foster a future-ready economic alliance? What would be thrust areas for deeper bilateral business partnerships and investments?*

Keynote address: **Shri Ajay Bhadoo**, Additional Secretary, Ministry of Commerce & Industry, Government of India

- **H.E Mr Kenneth da Nobrega**, Ambassador of Brazil to India.
- **H.E Mr Mariano A Caucino**, Ambassador of Argentina to India.
- **H.E Mr Fleming Raul Duarte Ramos**, Ambassador of Paraguay to India
- **H.E Mr Alberto Antonio Guani Amarilla**, Ambassador of Uruguay to India.
- **Mr Abhinav Balyan**, CEO, Chamber of Commerce, Sustainable Development and Foreign Relations

## Breakout Session

1230 - 1330 Hrs

Inspire Hall

### Session: India-Central America Cooperation

*India and Central America are strengthening economic and diplomatic ties, focusing on trade, investment, and sustainability. Key sectors such as IT, pharmaceuticals, and sustainable agriculture offer significant collaboration potential, while Central America's strategic location provides Indian businesses access to broader markets. Renewable energy cooperation is a shared priority, with joint initiatives in clean energy infrastructure and technology exchange. Eco-tourism and wellness sectors present new opportunities, aligning with sustainability goals. As both regions enhance economic connectivity, streamline trade, and foster innovation, this partnership is*

industries? How people-to-people collaborations and tourist flows will help cement the partnerships?

Session Chair: **Mr Rikant Pittie**, Co-Founder and CEO, Ease MyTrip

- **Mr Gerardo Antonio Meza Grillo**, Director for Asia, Oceania and Africa, Ministry of Foreign Trade and Tourism, Peru
- **Ms Cassia Amorim Ximenes Queiroga**, Vice-President of Fecomércio MG and President of Secovi – MG, Brazil
- **Ms Diana Mejía**, Senior Specialist in Financial Inclusion, CAF - Development Bank of Latin America, Colombia
- **Ms Carolina Maldonado**, Executive President, PROECUADOR
- **Mr Yash Mahendra**, Vice President and Americas Leader, Moglix

**1330 - 1415 hrs Lunch**

#### **Plenary Session 4**

**1415 - 1515 Hrs**  
*Sovereign Hall*

#### **Session: Enhancing Agricultural Cooperation for Food Security**

*India is a global agricultural leader, supporting ~55% of its population. With the largest areas for wheat, rice, and cotton, it is the top producer of milk, pulses, and spices and ranks second in fruits, vegetables, tea, fish, sugarcane, and more. With a large agricultural base, India is an ideal partner for food security. Similarly, LAC is the largest net food-exporting region and both sides can share best practices in irrigation, precision farming, and cold storage that can address critical challenges. How can Indian innovations bridge LAC's productivity gaps? What can India learn from LAC in addressing global markets and ensuring food security through public-private partnerships and technology transfers?*

Session Chair: **Mr Jai Shroff**, Chairman, National Committee on Latin America & the Caribbean, Confederation of Indian Industry

Special Address: **Dr Praveen Kumar Singh**, Agriculture Commissioner, Ministry of Agriculture & Farmers Welfare, Government of India

- **Dr T R Kesavan**, Group President, TAFE - Tractors and Farm Equipment Limited
- **Mr Rajiv Wahi**, CEO - International Business, Captain Agri Machinery
- **Dr (Mrs) C Tara Satyavathi**, Director, Indian Institute of Millets Research

*set to drive long-term growth, mutual prosperity, and a resilient framework for future cooperation.*

*How can India and Central America leverage their respective strengths in technology, renewable energy, and sustainable agriculture to create a more resilient and mutually beneficial economic partnership? What policy frameworks or trade agreements could help facilitate smoother collaboration and investment flows?*

Session Chair: **Mr Sagar Kaushik**, President of Global Corporate & Industry Affairs and Chief Operating Officer, UPL Limited

- **H.E Ms Maria Luisa Hayem Brevé**, Minister of Economy, Republic of El Salvador
- **H.E Mr Carlos Antonio Garcia Carranza**, Vice Minister for Consular and Migratory Affairs, The Republic of Honduras
- **H.E Dr Jorge Morales Paulino**, Vice-Minister for the Promotion of MSMEs, Dominican Republic
- **H.E Mr Julio Eduardo Orozco Pérez**, Vice Minister of Foreign Affairs, Guatemala

#### **Breakout Session**

**1415 - 1515 Hrs**  
*Inspire Hall*

#### **Country Session: Cuba**

*Cuba has been making significant progress in its development. It is globally recognized for its leadership in biotechnology and healthcare, with groundbreaking achievements in vaccine development, biopharmaceuticals, and medical research. India has been a steadfast partner in Cuba's development, extending \$243 million in Lines of Credit to support projects in agriculture, renewable energy, and infrastructure. India's financing of solar photovoltaic parks, such as the Rojas project, is helping Cuba reduce fossil fuel dependence. Furthermore, India has supported rice procurement and is well-positioned to contribute through expertise in irrigation, mechanized farming, and agri-tech solutions.*

*As Cuba joins BRICS, what new opportunities for economic collaboration are on the horizon? How can India and Cuba further strengthen their partnership across key sectors—healthcare, digital transformation, sustainable mobility, and industrial innovation?"*

Session Chair: **Mr Namit Joshi**, Chairman, Pharmaceuticals Export Promotion Council of India (PHARMEXCIL)

- **H.E Dr Eduardo Martinez Diaz**, Deputy Prime Minister, Republic of Cuba
- **H.E Dr Tania Margarita Cruz Hernández**, First Deputy Minister of Public Health, Republic of Cuba
- **H.E Mr Juan Carlos Marsán Aguilera**, Ambassador of the Republic of Cuba

- **Mr Marcelo Eduardo Lüders**, President, IBRAFE, Brazil
- **Mr Marco Cesar Chaul**, Vice President - Fecomércio Goiás, and president of Sindinformática GO
- **Mrs Loida Rivero**, Deputy Head of Asia & Oceania Division, Ministry of Foreign Trade and Foreign Investment of the Republic of Cuba
- **Ms Isabel Greenup**, Joint Secretary of International Relations, Ministry of Communications of the Republic of Cuba
- **Dr David Curbelo Rodríguez**, Head of the Commercial and Cooperation Department, BioCubaFarma Holding Group

## Plenary Session 5

**1530 - 1630 Hrs**  
Sovereign Hall

### Session: Strengthening Partnerships: Collaborative Pathways in Critical Minerals and Mining

*India's mining sector embraces advanced technologies like UAV-enabled drones for mineral exploration, computer vision for safety, IoT sensors for real-time decisions, and digital tools to optimize renewable energy integration. Meanwhile, the LAC region holds vast natural resources, including over half the world's lithium reserves, a third of its copper, and significant nickel and rare-earth metals. With rising mineral demand and expertise in mining technologies, India is well-positioned as a key partner for the LAC region's mining sector. How can India collaborate with LAC to address challenges in the mining sector while promoting sustainability, innovation, and efficiency? What other policies and schemes can be introduced which will focus on fostering investments, sharing technological advancements, and building partnerships to unlock the immense potential of LAC's mining sector?*

Session Chair: **Mr Thomas M Cherian**, Managing Director, Essel Mining & Industries Ltd

Special Address: **Shri V L Kantha Rao**, Secretary, Ministry of Mines, Government of India

- **H.E Ms Claudia Sanhueza Riveros**, Vice-Minister of International Economic Affairs, Republic of Chile
- **H.E Ms Celinda Sosa Lunda**, Minister for Foreign Affairs, Plurinational State of Bolivia
- **Smt Santosh**, Deputy Director General, Ministry of Coal, Government of India

## Breakout Session

**1530 - 1630 Hrs**  
Inspire Hall

### Session: India – CARICOM Collaboration

*The CARICOM Single Market and Economy has bolstered trade and global relevance, especially in tourism and financial services. India, a key voice of the Global South, shares strong cultural ties and democratic values with CARICOM. Recent collaborations, like the 3rd Voice of Global South Summit 2024, underscore India's support for CARICOM in renewable energy, climate resilience, and digital transformation initiatives.*

*How can India-CARICOM partnership address shared challenges, foster economic diversification, and strengthen resilience against climate change? What technological inputs, climate initiatives, and maritime domain mapping can India leverage to work with CARICOM countries for their sustainable growth?*

Special Address: **Dr Neena Malhotra**, Officer on Special Duty [Political], Ministry of External Affairs, Government of India

Session Chair: **Mr Ashish Kataria**, Whole-time Director, Ashoka Buildcon Ltd

- **Honourable Mr Everly Paul Chet Greene**, Minister of Foreign Affairs, Trade & Barbuda Affairs, Antigua and Barbuda
- **Honourable Philip Telesford**, Minister for Health, Grenada
- **H.E Ms Sancia Marie Bennett Templer**, Permanent Secretary and Head of Administration, Ministry of Industry, Investment & Commerce, Jamaica
- **Dr Yatendra Kumar Satija**, Senior Scientist, International S&T Affairs Directorate (ISTAD), Council of Scientific and Industrial Research

**1645 – 1745 Hrs**  
Sovereign Hall

### **Plenary Session 6: Powering a Sustainable Future with Renewables**

*India, a global leader in renewable energy, shares LAC's commitment to a sustainable energy transition. With an ambitious target of 500 GW non-fossil fuel capacity by 2030, India's expertise in hybrid energy systems such as integrating solar, wind, and battery storage can complement LAC's bioenergy potential. Countries like Brazil, Argentina, and Colombia have strong bioenergy markets, and the region can triple production by 2050. Amidst financial risks and rigid regulatory frameworks, how can India-LAC cooperation foster technology transfer and market expansion? What infrastructure developments can establish a scalable bioenergy sector?*

Session Chair: **Mr Kishore Nair**, CEO, Avaada Group

- **H.E Mr Julio Eduardo Orozco Pérez**, Vice Minister of Foreign Affairs, Guatemala
- **Ms Paulina Durango**, President, Indo-Ecuador Chamber of Commerce, Ecuador
- **Mr Atul Mulay**, President – Bioenergy, Praj Industries
- **Dr Rahul Walawalkar**, President & MD, Customized Energy Solutions India

**1800 - 1915 Hrs**  
Sovereign Hall

### **Special Plenary 7: Ministerial Session on Strengthening India-LAC Partnerships in a Changing Global Environment**

*India-LAC economic partnerships play a key role in fostering equitable global trade and investment, empowering the Global South on the economic stage. Amid shifting global dynamics, India and LAC have opportunities to double trade and investments through enhanced cross-border collaborations, joint ventures in value chains, expanded R&D cooperation, defence partnerships, and climate change initiatives. Diversifying trade composition and destinations ensures smaller LAC nations benefit, unlocking the full potential of India-LAC collaborations for sustainable growth and shared prosperity.*

*What key initiatives are required to double the India-LAC trade and investment flows in the next 5 years? How can bilateral partnerships pave the way for greater value addition within the Indian and LAC regions in terms of resource manage?*

Session Chair: **Mr Chandrajit Banerjee**, Director General, Confederation of Indian Industry

- **Shri Piyush Goyal**, Honourable Minister for Commerce & Industry, Government of India
- **Mr Sanjiv Puri**, President, Confederation of Indian Industry
- **Mr R Mukundan**, Vice President, Confederation of Indian Industry
- **Honourable Mr Everly Paul Chet Greene**, Minister of Foreign Affairs, Trade & Barbuda Affairs, Antigua and Barbuda
- **H.E Ms Celinda Sosa Lunda**, Minister for Foreign Affairs, Plurinational State of Bolivia
- **H.E Ms Maria Luisa Hayem Brevé**, Minister of Economy, Republic of El Salvador
- **H.E Mrs Ursula Desilú Leon Chempén**, Minister for Foreign Trade and Tourism, Republic of Peru
- **H.E Ms Coromoto Godoy Calderon**, Honourable Minister of Foreign Trade, Bolivarian Republic of Venezuela
- **H.E Ms Claudia Sanhueza Riveros**, Vice Minister of International Economic Affairs, Republic of Chile
- **H.E Dr Jorge Morales Paulino**, Vice Minister for the Promotion of MSMEs, Dominican Republic
- **H.E Mr Julio Eduardo Orozco Pérez**, Vice Minister of Foreign Affairs, Guatemala

**1915 hrs**

### **Networking Dinner**



Delegates to be seated by 09.30 am

1000 – 1100 Hrs  
Sovereign Hall

### Special Plenary 8: Advancing Economic Alliances for Collaborative Growth

*India and the Latin American and Caribbean (LAC) region are forging dynamic economic alliances to drive collaborative growth. With India's strengths in IT, manufacturing, and renewable energy, and LAC's focus on nearshoring, trade diversification, and sustainability, the partnership fosters innovation and investment. The LAC region's ambitious renewable energy targets align with India's leadership in solar and clean energy initiatives. Together, they are unlocking opportunities in fintech, e-commerce, and digital services, creating a pathway for shared prosperity and sustainable development.*

*How can India and Latin America work together to attract investments in fintech, edtech, and logistics, leveraging their digital and technological strengths? How can the two sides contribute to each other's emerging sustainable economies?*

Special Address: **Dr S Jaishankar**, Honourable Minister of External Affairs, Government of India

- **Mr R Mukundan**, Vice President, Confederation of Indian Industry
- **Mr Chandrajit Banerjee**, Director General, Confederation of Indian Industry

1115 - 1215 Hrs  
Sovereign Hall

### Plenary Session 9: Healthcare Partnerships: Advancing Biotechnology and Pharmaceutical Innovation

*India's pharma market is projected to reach USD 130 billion by 2030 and USD 450 billion by 2047, driven by generics, OTC medications, bulk drugs, vaccines, biosimilars, and biologics. With the highest number of pharmaceutical manufacturing facilities and 500 API producers, India accounts for 8% of the global API market. Meanwhile, Latin America's biotechnology market, valued at USD 84.7 billion in 2023, is set to grow at 14.1% CAGR. Collaborative opportunities include local manufacturing, digital health solutions, and skill-building initiatives like India's Skill India programme. What strategies can India and LAC adopt to streamline regulatory barriers and reduce market entry hurdles? How can public-private partnerships bridge funding gaps and expand healthcare access?*

Session Chair: **Dr Shubnum Singh**, Principal Advisor - Health Policy, Confederation of Indian Industry\*

Special Address: **Shri Amit Agrawal**, Secretary, Department of Pharmaceuticals, Ministry of Chemicals and Fertilizers, Government of India

- **H.E Dr Eduardo Martinez Diaz**, Deputy Prime Minister, Republic of Cuba
- **Honourable Philip Telesford**, Minister of Health, Grenada
- **Ms Carmen Estela Pérez Gómez**, President, Association of Chemical - Pharmaceutical Industrialists of El Salvador (INQUIFAR), El Salvador
- **Dr Luis Angel Osorio**, Senior Professor & Assistant Dean - Corporate Alignment, Woxsen University
- **Ms Anupama Rao Singh**, Vice President - LATAM Region Head, Dr Reddy's Laboratories

### Plenary Session 10

1230 - 1330 Hrs  
Sovereign Hall

#### Session: Enhancing Multimodal Networks: The Role of Infrastructure and Logistics

*India's infrastructure and logistics sector is undergoing significant development, with a focus on improving road,*

### Breakout Session

1230 - 1330 Hrs  
Inspire Hall

#### Session: India – Pacific Alliance Strategic Integration

*Ranked as the eighth-largest regional economy and export powerhouse, the Pacific Alliance (PA), stands as a*

rail, port, and airway networks to support the country's growing economy. Owing to large-scale infrastructure projects and initiatives like the PM Gati Shakti National Master Plan to enhance multimodal connectivity and reduce logistics costs, the Indian infra sector has seen significant growth. The LAC region comprising 35 countries and with a total population of over 663 million is progressing rapidly on regional transport and infrastructure integration. Both sides can share expertise in large-scale physical and digital infrastructure projects and public-private partnerships (PPPs) with key investment opportunities available for businesses in each other's sectors. How can multimodal logistics networks improve trade efficiency? What role can PPPs and smart urban planning play in accelerating sustainable infrastructure development with partnerships of companies from both sides?

Session Chair: **Mr Bharat Joshi**, Managing Director, Associated Container Terminals Limited

**Special Address: Mr Pankaj Kumar**, Joint Secretary (Logistics), Department for Promotion of Industry & Internal Trade, Government of India

- **Honourable Alfred Sears**, MP, Minister of Immigration and National Insurance, Commonwealth of The Bahamas
- **H.E Ms Sancia Marie Bennett Templer**, Permanent Secretary and Head of Administration, Ministry of Industry, Investment & Commerce, Jamaica
- **Mr Carlos Castillo**, Director General for Heavy Industries of Mexico- Ministry of Economy of Mexico
- **Mr Aditya Parakh**, Co-Promoter and COO, Ashoka Buildcon Ltd
- **Mr Rahul Mutha**, Director, Mohan Mutha Exports Pvt Ltd
- **Mr Chinmay Patel**, Asst. Vice President, Kalpataru Projects International Limited

#### **1345 – 1415 Hrs      Summing and Closing of the Conclave:**

- **Mr Jitin Prasada**, Minister of State, Ministry of Commerce and Industry, Government of India
- **Mr Narayan Sethuramon**, Co-Chairman, CII Trade Policy Council, Confederation of Indian Industry

#### **1415 Hrs              Networking Lunch**

beacon of economic strength. With integrated stock exchanges, seamless citizen mobility, and a joint fund for tourism, technology, and infrastructure, the PA demonstrates the power of regional cooperation and innovation. India, a rising global power, offers immense potential for collaboration, with many Indian companies being active in the region in IT, pharmaceuticals, energy, and manufacturing. How can India's strengths in trade, technology, and sustainability converge with the Pacific Alliance's strengths for regional integration and economic growth? What actionable strategies can be adopted to deepen economic ties, foster innovation, and unlock shared prosperity for India and the Pacific Alliance economies?

Session Chair: **Mr Vimal Anand**, Joint Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India

- **H.E Javier Manuel Paulinich Velarde**, Ambassador of Peru to India
- **H.E Ms Claudia Sanhueza Riveros**, Vice-Minister of International Economic Affairs, Republic of Chile
- **H.E Dr Victor Hugo Echeverri Jaramillo**, Ambassador of Colombia to India
- **Mr Carlos Castillo**, Director General for Heavy Industries of Mexico- Ministry of Economy of Mexico
- **Mr Pankaj Chadha**, Chairman, EEPC India