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# FEDERATION OF INDIAN EXPORT ORGANISATIONS

(Set up by Ministry of Commerce, Government of India)

## फेडरेशन आफ इंडियन एक्सपोर्ट आर्गनाइजेशन्स

(वाणिज्य मंत्रालय, भारत सरकार द्वारा स्थापित)

Niryat Bhawan, Rao Tula Ram Marg, Opp. Army Hospital Research &amp; Referral, New Delhi -110057, (India)

Phone: +91-11-26150111, 46042111 Fax: +91-11-26150077, 26148194

E-mail: ajaysahai@fieo.org, fieo@nda.vsnl.net.in, fieo@fieo.org

### Ajay Sahai

Director General &amp; CEO

FIEO/MRD/6(7)/2017-18

August 7, 2017

Dear Shri Pant,

**Sub: 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)**

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 Pharmaceuticals products to the prospective buyers with the overall objective to enhance India's exports in this region through Focused B2B Meets.

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

To help showcase our country's Pharmaceuticals trade & industry capabilities and products collectively, we request you to kindly personally write to few of your esteemed companies doing Business in LAC or wanting to do business so that they also consider participating in the Delegation for their business enhancement. A detailed circular issued by us is attached for your kind information.

For any further queries, the interested companies may contact at 011-46042118/16 or [ashishjain@fieo.org](mailto:ashishjain@fieo.org) or [manishsharma@fieo.org](mailto:manishsharma@fieo.org).

I look forward to your active co-operation in making the event a grand success.

With regards,

Yours sincerely,

(Dr. Ajay Sahai)

**Shri Sudhansh Pant, I.A.S**

Joint Secretary

**Department of Pharmaceuticals**

**Ministry of Chemicals & Fertilizers**

**Shastri Bhawan**

**New Delhi**