



Guatemala City

FERRET EXPO 2019

7-10 NOVEMBER 2019, GUATEMALA CITY, GUATEMALA

Followed by Buyer-Seller Meet in Honduras

EEPC India invites participation.
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About the Exhibition (FERRET EXPO 2019, Guatemala)

FERRET EXPO 2019 is the most important industrial and Engineering trading event in Guatemala targeting the countries in the Central American region. The Expo spread across 8000 Sq. Mtrs focuses on multiple engineering related to construction, electrical, hardware, pumps and valves, auto components, EPC and material handling.



Product Profile

- Agricultural and construction tools
- Electric and pneumatic tools.
- Professional automotive tools
- Ironmongery and Hardware for Furniture,
- Materials and Electrical Accessories.
- Plumbing, Valves and Connections.
- Faucets and Accessories for Bathroom, Sanitary.
- Decorative paints and finishes, dyes, waterproofing, stairs.
- Gardening, Fumigation pumps, hoses, clippers, tools
- Accessories and Automotive Parts.
- Abrasives
- Steels and wires.
- Welding equipment
- Lubricants and additives, greases.
- Electrical parts for motorcycles and cars
- Spare parts for brakes
- Rubber and silicone gaskets and bushings.
- Materials and Equipment for Construction.
- Doors, Windows and Hardware for them, Locks.
- Equipment for industrial safety.
- Pumps for water, pumping equipment
- Vehicles and Transport Flotillas, motorcycles, motorcycle taxis.
- Aluminium and magnesium rings.
- Rudders, and accessories for the interior of the vehicle
- Electric and gasoline pressure washing machines.
- Furniture for stores, signs, displays and shelves for storage.
- Builders hardware including Hinges , Door Fittings, Locks, Pad Locks, etc, of base metal
- Household and Kitchenware
- Industrial Equipments and Accessories

Economic scenario of Guatemala

Guatemala is the most populous Central American country and has a GDP per capita roughly half the average for Latin America and the Caribbean. The agricultural sector accounts for 13.5% of GDP and 31% of the labor force. Guatemala's economy is dominated by the private sector, which generates about 85% of GDP. The GDP (PPP) of Guatemala is estimated at US\$ 138.1 billion in 2017 compared to US\$ 134.4 billion in 2016. Most of its manufacturing is light assembly and food processing, geared to the domestic, U.S., and Central American markets. Guatemala is not only a country with wide cultural diversity, beautiful landscapes, and a highly developed capital city, it is also an excellent destination for investments in a wide variety of industries. Guatemala is the economic hub of Central America and meeting point for business thanks to competitive advantages such as geographic location, rich natural resources, quality of the workforce and high logistical performance, Guatemala has a solid infrastructure and increasing technological avidity, positioning itself as the metropolis of the region. Since 2003, the country shows a 375.6% growth in Foreign Direct Investment (FDI), which shows the strength of its economy and the confidence of large foreign and multinational companies.

India-Guatemala relations

India and Guatemala enjoy cordial and friendly relations. The countries established diplomatic relations with each other in the 1970s, and have decided to open resident missions in the other country. An agreement for visa exemption for diplomatic and official passport holders was signed in 2015.

Besides, following the India-SICA Foreign Ministers' meeting that includes Guatemala, India announced enhanced Line of Credit facility to each SICA country from the US \$ 10 million to the US \$ 30 million in 2015 and agreed to share its experience to meet challenges of food security and energy security with SICA member countries. India also offered cooperation and assistance in priority areas such as agriculture, SMEs, pharmaceuticals, tourism, IT related activities, renewable energy, plantation, disaster management, distant education and supply of satellite imagery for development purposes, etc.

Both the countries have pushed the "complementary" relationship to a new high taking advantage of the emerging opportunities in both countries. India is keen about enhancing its engagement with Latin America and looks at Guatemala, the most populous and biggest economy in Central America, as the gateway.

India & Guatemala: Bilateral trade and product specific trend

Guatemala is one of India's top 100 trading partners globally and

India is the eleventh largest import partner for Guatemala during 2017. (Source: Trade Map). India's total trade with Guatemala increased from US\$ 225.5 million in 2013-14 to US\$ 307.9 in 2017-18 at a CAGR of 8.1%. As per latest statistics, bilateral trade during April-January 2018-19 stood at US\$ 1.88 billion enjoying a trade balance of US\$ 1.7 billion during the said period. Trade is significantly biased in favour of India. India's engineering exports to Guatemala stood at US\$ 139.5 million in 2017-18 compared to US\$ 104.86 million in 2016-17 registering a growth of 33%. At present it accounts over 4% of India's engineering export to Latin America. Currently India's total engineering exports with Guatemala during April-February 2018-19 recorded at US\$ 111.53 million as against US\$ 126.1 million registering a negative cumulative growth of 11.6% compared to same period last fiscal and accounting for over 4% of India's engineering exports to Latin America.

Engineering products like Two and three wheelers, Motor vehicles/cars, Auto Components and parts, Iron and Steel, Industrial machinery and parts, Electrical machinery and equipment are the top products exported to Guatemala while India mainly imports Wood & articles thereof, wood charcoal, Sugar and Sugar confectionery, Coffee, Cardamom and Aluminium & articles thereof from Guatemala.

Guatemala's industry sectors primarily include food processing, publishing, mining and the manufacture of textiles, clothing, cement, tires, pharmaceuticals and manufacturing industry.

Opportunities for Indian exporters

India's engineering exports to Guatemala is miniscule with a share of less than 1 percent of its global engineering exports. Indian engineering has achieved remarkable success globally over the years while Guatemala is one of the rising metropolis in the entire Central America with a capacity of going forward. Bilateral enhancement of trade and investment will bolster their relation further in the coming years. Exchange of ideas on promoting Indian engineering products and increasing the visibility of Brand India in Guatemala, El Salvador & Honduras is the need of the hour.

EEPC India have organized several fairs and exhibition in several Latin American countries, and also organized seminar on business opportunities with Latin American countries focusing on trade and investment. EEPC India also had high level interaction with the Ambassador of India to Guatemala, Honduras & El Salvador where it was highlighted that a field delegation on market study based should be proposed. The business delegations of Guatemala were invited to take part in Indian engineering show. There was a proposal to construct a warehouse facility in the region to enhance trade between India and this region. Therefore, trade in all possibilities is likely to grow further if adequate focus and measures are taken.

EEPC India will follow this up with a BSM in Honduras. India maintains strong trade and diplomatic relations with Honduras.

Economic scenario of Honduras

Located in the continent of Central America, Honduras is bordered to the west by Guatemala, to the southwest by El Salvador, to the southeast by Nicaragua, to the south by the Pacific Ocean at the Gulf of Fonseca, and to the north by the Gulf of Honduras, a large inlet of the Caribbean Sea.

The economy grew by 4.8% in 2017 (versus 3.8% in 2016)

with its expansion being driven mainly by a greater inflow of remittances and higher exports. The contributions of private consumption and investment to that performance amounted to 3.5 and 1.4 percentage points, respectively. The growth of private consumption was, in large part, buoyed by a significant upswing in remittances (11.9%) during the year. At 2.7% of GDP, the central government's deficit was in line with the provisions of the Fiscal Responsibility Act. The current account closed with a deficit of 1.7% of GDP, which was a full percentage point lower than the figure for 2016, thanks to stronger remittances and an increase in the value of exports.

Turning to the first quarter of this year, the economic activity eased in January on the back of softer output in the agricultural, manufacturing, and mining and quarrying sectors. The country is expected to grow at a steady pace close to 3.7% in 2019, which is unchanged from last month's forecast, and 3.5% in 2020.

India-Honduras economic relations

Both the countries forge closer relations that could open the way for strategic alliances needed to boost development and open new markets for exports.

Bilateral trade between Honduras and India totalled

US\$159.5 million in 2017-18, growing by 1.5% from the previous fiscal. India exported \$146.2 million worth of goods to Honduras, and imported \$13.32 million. In the engineering front, bilateral trade between India and Honduras totalled US\$ 59.85 million growing by 27.2% from the previous fiscal. India's export of engineering goods to Honduras stood at \$ 50.99 million and imports stood at \$ 8.86 million. Both the bilateral trade and engineering trade were in favour of India. The main engineering commodities exported by India to Honduras are vehicles and parts, boilers and machinery, electrical machinery and equipment and iron and steel. The major commodities imported by India from Honduras are iron, steel, and aluminium articles

Opportunities for Indian exporters

While India enjoys a positive trade balance with Honduras in both industrial machinery, boilers and electrical machinery and equipment, India's share in Honduras's import basket is dismal in both cases. In case of industrial machinery and boilers it is only 0.8% and in case of electrical machinery and equipment it is 0.3% only. It can be said that both sectors have potential to penetrate the Honduras market.

Venue

Convention Center, Grand Tikal Futura, Guatemala city

Programme schedule

7 – 10 November 2019 in Guatemala (4 days Expo) & 11 - 12 November 2019 in Honduras

Tentative Itinerary

06/11/19	Wednesday	Arrival in Guatemala & Set up the booth
07/11/19	Thursday	Visit the Fair Ferret Expo
08/11/19	Friday	Visit the Fair Ferret Expo
09/11/19	Saturday	Visit the Fair Ferret Expo
10/11/19	Sunday	Visit the Fair Ferret Expo
11/11/19	Monday	Departure to Honduras & B2B Meetings at Honduras
12/11/19	Tuesday	Follow up
13/11/19	Wednesday	Departure from Honduras thru Guatemala for India

Participation charges

Booth size: 9 sqm.

One side open (built-up booth): Rs. 16,000 per sqm.

- 10% extra for two sides open booth (subject to availability)

Booth Size: 6 sqm.

One side open (built-up booth): Rs. 18,000 per sqm.

- 10% extra for two sides open booth (subject to availability)

Participation charges include 5 nights of hotel stay (in Guatemala) and 2 nights of hotel stay (in Honduras) for one person per exhibiting organisation (to be allotted on first-come, first-served basis)

Reimbursement of airfare

Upto Rs. 100,000 may be reimbursed to eligible participants in terms of the MAI guidelines. However, this shall be subject to receiving of specific Govt. approval for such assistance for events of 2019-20. The T&C must be abided by for eligibility towards such re-imburement. For detailed guidelines please click the following link:

<https://www.eepcindia.org/download/Guidelines-for-Reimbursement-of-Airfare190130100603.pdf>

Note: EEPC INDIA can only recommend for issuance of VISA to the extent that the concerned person is a participant at the subject exhibition and that the person in question has been certified by the participating organisation to be their employee. The Foreign Embassy / Consulate where the applicant submits the VISA application is expected to follow their usual procedural checks before granting the VISA in question and EEPC INDIA shall not be responsible in any manner whatsoever for non-issuance of VISA by the concerned authorities. This would mean that the prospective participant will be fully liable for the total charges payable to EEPC INDIA even if they do not obtain the VISA for any reason whatsoever.

Mode of payment

Please pay online through the following Payment Gateways:

1. Atom 2. Billdesk 3. CC Avenue

OR

Pay through RTGS/NEFT in INR as per the following details:

Name of Bank : HDFC BANK LTD.

Branch : CENTRAL PLAZA

Address of Bank : 2/6, SARAT BOSE ROAD, KOLKATA – 700 020

Account No. : 00142090000452

Account Name : EEPC INDIA

NEFT Code : HDFC0000014

OR

Demand draft favoring “EEPC INDIA” along with the duly filled-up Application Form

Booth display

Participation charges for a 9 sqm. booth includes the following services:

- Three Chairs
- One information counter with a vinyl with image
- One round meeting table
- One electric Socket
- One Waste Bin
- Three Spot Lights

Selection criteria

Since limited space is available, selection of participants will be done strictly on first-come, first-served basis.

Benefit to member-exporters

EEPC India is organizing this event under the MAI Scheme of Ministry of Commerce & Industry, Government of India. The rates mentioned above are subsidized in comparison with the normal rates offered by the Fair Authorities.

Note: Regarding goods taken out of India for exhibition or on consignment basis for export promotion, participants may refer to Circular No. 108/27/2019-GST dated 18.07.2019 of the Central Board of Indirect Taxes and Customs (CBIC) which is the statute in the matter.

Submission of application

Interested firms are requested to fill in the online Application Form latest by 27 September 2019 at the following link.

https://app.eepcindia.org/ems/exhibitors/exhibitor_application_form/MTE2

Please go through the “Mode of Payment” section for payment details.

Cancellation of participation

In case any applicant wants to cancel his participation, it may be noted that he remains liable to pay the full amount to EEPC India.

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