Embassy of India
Guatemala City
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PRESS RELEASE

BUYERS SELLER MEET ON PLASTICS & POLYMER SECTOR ON 27th NOVEMBER, 2024

The Embassy of India, Guatemala City, in collaboration with Plexconcil (Plastic & Polymer Industry) from India, successfully hosted hybrid Buyer Seller Meets on November 27, 2023. The BSM featured physical participation from over 35-40 companies from Guatemala along with 20 companies from India who made presentations of their respective plastic products virtually.

2. In his opening speech, Dr. Manoj Kumar Mohapatra emphasized the Government of India's dedication to cultivating a strong and prosperous relationship between India and Guatemala. He particularly highlighted the immense potential offered by the Central American market. This region, strategically positioned near the United States, presents a unique opportunity for economic growth and trade partnerships. Dr. Mohapatra stressed the importance of leveraging this geographical advantage and fostering closer ties between India and Guatemala to promote trade, technology transfer, and cooperation across various sectors.

3. Mr. Debasis Dasmohapatra, Executive Director of Plexconcil, during his address, emphasized the vast potential for trade between India and Central America. He encouraged Indian companies to set their sights on the Central American market and underscored the pivotal role that Guatemala plays in the regional plastic industry. Mr. Dasmohapatra presented an insightful overview of the Indian Plastic Industry and introduced the Indian companies participating in the event. He extended an invitation to Guatemalan companies to participate in Plexconnect, PLEXCONCIL's flagship event scheduled for June 2024 in Mumbai, India. He reiterated Plexconcil’s commitment to support and facilitate the growth of trade in plastic and polymer products between India and Guatemala. The presence and participation of Plexconcil underscored the significance of this initiative and the positive impact it holds for strengthening trade relations between the two countries.

5. Following the presentations, a Question & Answer session was conducted between potential buyers from Guatemala and Indian companies. This interaction provided a hands-on opportunity for Indian companies to showcase their diverse range of plastic and polymer products. This direct interaction allowed Indian businesses to present their offerings, understand the specific needs and requirements of Guatemalan buyers, and explore potential collaborations. This BSM was instrumental in not only forging new business relationships but also in creating a deeper understanding of the market dynamics, quality standards, and customer preferences in Guatemala. This engagement further reinforced the commitment of both parties to develop fruitful trade partnerships and to explore avenues for mutual growth in the plastic industry.

6. In November 2023, Plexconcil, in collaboration with the Embassy of India, successfully conducted a visit to Guatemala, marking a significant milestone in strengthening trade relations between India and Guatemala. During the visit, Plexconcil engaged with local businesses and explored opportunities for expanding India's plastic and polymer exports to the Guatemalan market. The visit provided valuable insights into the potential for collaboration in various sectors, including agriculture, packaging, and manufacturing, where Indian products can meet the growing demand for high-quality plastic solutions. This successful visit paved the way for future business partnerships, with both Indian and Guatemalan companies recognizing the immense potential for mutual growth.

7. The Buyer Seller Meet showcased the immense potential for trade in the plastic and polymer industry between India and Guatemala. With India's growing expertise in the plastic manufacturing sector and its capacity to supply a wide range of plastic and polymer products, the event provided a platform for Indian companies to explore new trade avenues in the Guatemalan market. Guatemala's robust economy and the increasing demand for plastic products in various sectors, including agriculture, packaging, and manufacturing, make it an attractive destination for Indian plastic manufacturers. The BSM fostered productive discussions and laid the foundation for strengthening trade relations in this sector, benefiting both nations.

27th November 2024, Guatemala