Embassy of India
Guatemala City

PRESS RELEASE

BUSINESS SEMINAR ON MEDICAL DEVICES ON 26 NOVEMBER 2024

The Embassy of India in Guatemala successfully organized a Business Seminar on Medical Devices in collaboration with the Export Promotion Council for Medical Devices (EPCMD) on 26 November 2024. The event saw the enthusiastic participation of approximately 45 Guatemalan companies, alongside 15 Indian companies who virtually presented their innovative and affordable medical device products.

2. The EPCMD played a pivotal role in the planning and execution of the seminar. As India's premier organization for promoting the medical devices industry, EPCMD fosters global partnerships, encourages innovation, and ensures Indian medical technologies meet international standards. Their support was instrumental in connecting Indian manufacturers with Guatemalan businesses, showcasing the opportunities for bilateral collaboration.

3. Ambassador Dr. Manoj Kumar Mohapatra addressed the gathering, emphasizing the growing reputation of Indian medical devices globally for their quality and affordability. He encouraged Indian companies to explore the Guatemalan market, highlighting its potential as a strategic gateway to the United States. Dr. Mohapatra also assured local participants of the reliability and high standards of Indian products, urging them to establish lasting partnerships with Indian manufacturers. He reaffirmed the Embassy's commitment to supporting such collaborations, offering assistance in business facilitation and visa-related services for those looking to engage further with India.

4. Mr. Praveen Mittal, Joint Director of EPCMD, echoed the Ambassador's sentiments, underlining EPCMD's unwavering support for Indian businesses seeking to expand internationally. He assured the participants that EPCMD is ready to provide all necessary assistance to strengthen ties between Indian and Guatemalan companies. He also highlighted the potential for future collaborations in the healthcare sector, focusing on shared growth and innovation.

5. India's medical devices sector is witnessing significant global demand, driven by its reputation for high-quality, cost-effective products. India has emerged as a key player in addressing healthcare challenges in the Global South, particularly during the COVID-19 pandemic, when it played a vital role in ensuring equitable access to essential medical supplies and vaccines. Guatemala's growing healthcare sector presents significant opportunities for Indian companies. As a strategic location close to the United States, Guatemala offers Indian manufacturers a promising market for expanding their footprint in the region. The increasing demand for advanced yet affordable medical technologies makes it an ideal destination for collaboration.

6. The Business Meeting successfully facilitated connections between Indian and Guatemalan companies, setting the stage for deeper collaborations in the medical devices sector. With the active involvement of EPCMD, the Embassy of India reaffirms its commitment to strengthening bilateral trade relations. The Embassy remains available to assist businesses in exploring these opportunities further and looks forward to witnessing fruitful partnerships that contribute to the healthcare advancements of both nations.

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Guatemala, 26 November, 2024