

**A JOINT WEBINAR of
INDIA EXIM BANK and THE LATIN AMERICAN ASSOCIATION OF DEVELOPMENT FINANCING INSTITUTIONS
(ALIDE)**

INDIA–LATIN AMERICA TRADE GATEWAY: UNLOCKING OPPORTUNITIES THROUGH TRADE FINANCE

DATE: 16 December 2025

TIME:

19:00 – 20:30 India Standard Time (IST)

08:30 – 10:00 Lima, Peru Time (PET)

10.30 – 12:00 Brasilia Time (BRT)

13:30 – 15:00 GMT

About the event

India Exim Bank and ALIDE are pleased to host their first joint event, aimed at contributing to deeper economic linkages between India and the Latin America & Caribbean Region (LAC). This platform seeks to facilitate dialogue, strengthen partnerships, and expand opportunities for exporters, importers, and financial institutions from both regions.

Trade between India and LAC has grown steadily in recent years, crossing the USD 40 billion mark and demonstrating robust potential across sectors such as pharmaceuticals, automobiles, engineering goods, IT-enabled services, agri-tech, and renewable energy. Despite this momentum, the two regions continue to ‘under-trade’ relative to their economic size and complementarities. Greater collaboration in trade, finance, and technology can unlock opportunities for both sides, while also contributing to diversification and resilience in global value chains. The Government of India has articulated its long-term vision to expand India–LAC bilateral trade towards the USD 100 billion milestone by 2030, reinforcing the relevance and timeliness of such a dialogue.

This webinar aims to apprise exporters, importers, financial institutions, and policymakers of available trade finance solutions, while providing expert insights, real-world case studies, and practical strategies to mitigate risks and unlock India–Latin America trade opportunities.

The session will feature welcome remarks by the heads of both institutions, followed by a panel discussion and an interactive exchange of perspectives on how trade finance can further contribute to strengthening commercial ties between India and the Latin America & Caribbean region.

PROGRAMME

19:00 IST 08:30 PET 10:30 BRT 13:30 GMT	Opening remarks by Ms. Harsha Bangari, Managing Director, India Exim Bank
19:05 IST 08:35 PET 10:35 BRT 13:35 GMT	Opening remarks by Mr. Edgardo Alvarez, Secretary-General, ALIDE
19:10 IST 08:40 PET 10:40 BRT 13:40 GMT	A presentation on offerings/services of ALIDE by Ms. Andrea Sánchez Zegarra, Specialist, Institutional Relations Program
19:17 IST 08:47 PET 10:47 BRT 13:47 GMT	A business presentation on Products of India Exim Bank by Ms. Trupti Mhatre, General Manager, Trade Facilitation Group, India Exim Bank
19:25 IST 08:55 PET 10:55 BRT 13:55 GMT	<p>A Panel Discussion on INDIA–LATIN AMERICA TRADE GATEWAY: UNLOCKING OPPORTUNITIES THROUGH TRADE FINANCE</p> <p>Moderator: Mr. T. D. Sivakumar, Chief General Manager, International Relations Group & Corporate Communications Group, India Exim Bank</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Ms. Karen Garcia, Bancomext, Mexico • Mr. Fausto Caron, Managing Director, Nanofert Brazil • Mr. Jagrut Desai, CFO, Troikaa Pharmaceuticals Limited • Mr. Manoj Patil, DGM – Eicher Motors Limited • Mr. Rakesh Kumar Gaur, CEO -SAE Towers & ED (Africa and CIS)
20:15 IST 09:45 PET 11:45 BRT 14:45 GMT	Q&A Session
20:25 IST 09:55 PET 11:55 BRT 14:55 GMT	<p>Vote of Thanks</p> <p>Mr. Biswajit Garg, Resident Representative, India Exim Bank, Sao Paulo</p>

Co-ordination and emcee by Ms. Snehal Bangera, Assistant General Manager, International Relations Group, India Exim Bank