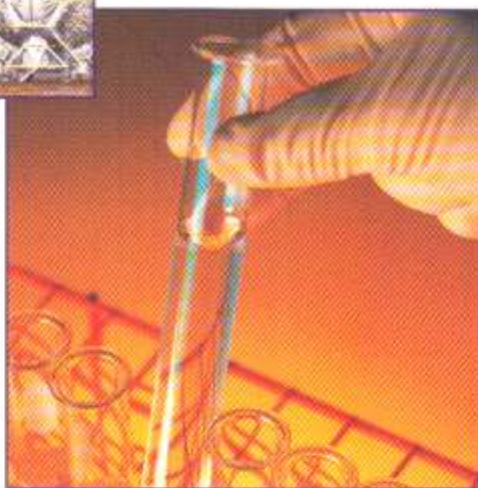
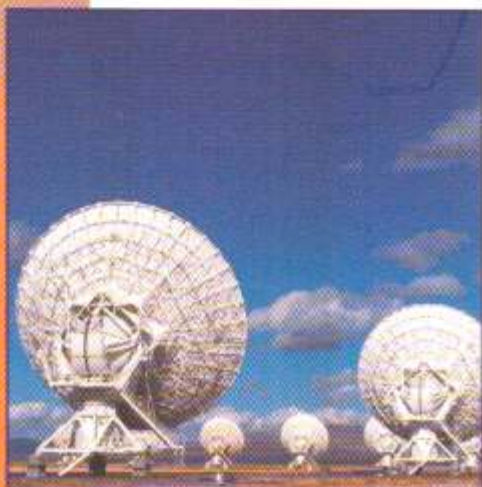


Enhancing India's Trade Relations with LAC: Focus on Select Countries

Working Paper Series
Paper No. 43



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EXIM BANK
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EXPORT-IMPORT BANK OF INDIA

WORKING PAPER NO. 43

ENHANCING INDIA'S TRADE RELATIONS WITH LAC : FOCUS ON SELECT COUNTRIES

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October 2015

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1. EXECUTIVE SUMMARY

Introduction

The Latin America and the Caribbean (LAC) region occupies a significant portion in the global economy. The region has weathered through several crises including the Latin American debt crisis, Argentine economic crisis, and the Mexican peso crisis. In the course of these crises, most economies in the region have traversed through a series of economic changes, including decentralization of operations, reorganization of production, and reinforcement of scientific management and strategic planning. Today, most economies in this region exhibit strong macroprudentials and have the ability to conduct countercyclical policies.

Economic Environment of the LAC Region

According to the International Monetary Fund (IMF), economic activity in LAC continued to weaken in 2014, with a growth of 1.3 percent, mainly resulting from a slower Chinese economy, and shrinking investments. The weakness was concentrated in South America, where falling commodity prices reinforced a generalized sense of leaner times, weighing down on private demand. Domestic policy uncertainties further depressed confidence in some countries.

The majority of Latin American economies are large commodity producers. As a result, the sharp fall in most commodity prices since mid-2014 (aggravated by concerns about growth in China) has stoked market fears about the economic outlook in Latin America, which in many cases has deepened the sell-off of local

currencies. The collapse in oil prices has hit the region's main oil producers (Venezuela, Mexico, Colombia and Ecuador), but with global metal prices and agricultural prices also down sharply, metal producers such as Chile, Peru and Bolivia, and agricultural producers such as Brazil and Argentina, have been affected.

Many Latin American economies have been affected by currency volatility since mid-2014, when speculation about the beginning of a monetary tightening cycle in USA and a fall in global commodity prices prompted most local currencies to depreciate. The Colombian peso hit a record low of Ps 3,261: US\$ 1 in August, compared with around Ps 1,900: US\$ 1 a year earlier, making it among the world's worst-performing currencies (along with the Russian rouble and the Ukrainian hryvnia). The Brazilian real has also hit a record low against the US dollar in late August, when the currency was trading at R 3.67: US\$ 1. Meanwhile, the Mexican peso also fell to new depths, breaching Ps 17: US\$ 1 for the first time at the end of the month, while the Chilean peso broke through Ps 700: US\$ 1, a level last breached in 2003.

Inflation has increased across the region as rising import costs are passed on to consumers through higher retail prices. In fact, inflation is already above target levels in many countries, recording 9.6 percent in Brazil (compared to a targeted 4.5 percent), 4.6 percent in Chile (compared with a 2-4 percent target range) and 4.5 percent in Colombia (compared with a 2-4 percent target range). Mexico is the only major Latin American economy in which inflation has remained subdued.

Near-term prospects remain fairly dim for South America, with output contractions projected in three of the largest economies (Argentina, Brazil, and Venezuela) for 2015, while only Chile and Peru are expected to see a pick-up in growth. Weakness in commodity prices, perhaps related to a more pronounced deceleration of investment in China, is expected to heighten pressures on South America's net commodity exporters. Elsewhere in LAC, growth is projected to be steady (Central America and the Caribbean) or strengthen (Mexico), supported by lower oil bills for importers and push up in demand, as a result of robust economic recovery in USA. On balance, regional growth is expected to decline for a fifth consecutive year, bottoming out at just below 1 percent before staging a moderate recovery in 2016.

Recent Trends in LAC's Foreign Trade

The LAC region is characterized by large markets, host of trading blocs, and its close access to USA and European economies. The LAC region, which comprises 43 countries, accounts for about 11.6 percent of world trade in 2014.

Global trade of LAC has witnessed upward trend in recent years. In fact, during the last decade, LAC's total trade (exports + imports) has risen two-fold, from US\$ 1084.8 billion in 2005 to US\$ 2179.6 billion in 2014, underlined by buoyant exports and imports.

The region participated actively in multilateral trade negotiations, embarked on North-South trade agreements with developed countries and, more recently, witnessed a boom of South-South trade, fueled by the rise of China and other emerging economies and the related rising demand for commodities. As a result, LAC trade

expansion consistently exceeded GDP growth, and functioned as an effective engine of growth until the 2008-2009 global financial crisis had put a brake on rising trade. LAC's total trade revived in 2010, and were seen at levels higher than the pre-crisis period, stemming from South-South trade, which has emerged as the main driver of LAC trade performance. However, in 2014, slow down of growth in LAC's major emerging trading partners such as China, coupled with falling commodity prices, had moderated LAC's total trade, which was seen at US\$ 2179.6 million.

In the case of exports, LAC's total exports have risen from US\$ 570.9 billion in 2005 to US\$ 1068.6 billion in 2014. LAC's exports, after registering a decline in 2009 owing to the global crisis, rebounded thereafter to reach US\$ 1106 billion in 2012. However, weak external demand conditions particularly from USA and the European Union which are the main markets for exports, coupled with fall in commodity prices, affected LAC's global exports, resulting in moderating exports in 2014. During the same year, LAC's exports constituted 5.7 percent of global exports.

As regards imports, LAC's total imports have also witnessed a steady growth, increasing more than two-fold, from US\$ 513.9 billion in 2005 to US\$ 1111.1 billion in 2014. In 2014, LAC's imports constituted 5.9 percent of global imports, up from 4.8 percent in 2005. LAC generally maintains a trade surplus, barring a few years. The fall in exports relative to imports during 2014 resulted in an increased deficit of US\$ 42.5 billion during the year.

Mineral fuels, which mainly comprise petroleum crude are the largest export items from LAC, accounting for as much as 20.2 percent of

LAC's total exports in 2014. Other major items of exports from LAC include transport vehicles (9.9 percent of the total exports); electrical and electronic equipment (8.5 percent); machinery and instruments (7.2 percent); ores, slag and ash (6.4 percent); pearls and precious stones, etc (2.7 percent); and copper and articles (2.6 percent).

LAC's import basket is relatively diversified. Mineral fuels and petroleum products (14.4 percent of the total imports); electrical and electronic equipment (14.2 percent); machinery (14 percent); transport vehicles (8.8 percent); and plastics and articles thereof (4.6 percent) are among the largest import items in 2014.

India's Trade Relations with LAC

With the increasing diversification of India's global trade towards other developing countries, the LAC region has emerged as an important partner for India, both as export destination as also import source. This is reflected in the synergy in bilateral trade relations wherein India's total trade with LAC has risen more than nine-fold, from US\$ 5.2 billion in 2005 to touch US\$ 49.1 billion in 2014.

Underlying the robust trend in total trade has been the significant rise in both India's exports to as also India's imports from LAC, with the latter having risen faster than the former. While India's total exports to LAC have risen from US\$ 2.8 billion in 2005 to US\$ 15.5 billion in 2014, depicting more than a five-fold rise during the period, India's total imports from LAC have also risen significantly from US\$ 2.4 billion to US\$ 33.6 billion during the same period. As a result, India's trade balance with LAC, which stood at a surplus of US\$ 0.5 billion in 2005, has turned into a deficit in recent years, amounting to a trade deficit of US\$ 18.1 billion in 2014.

India's major export items to LAC include mineral products (28.7 percent of the total exports); vehicles (15.9 percent); organic chemicals (5.3 percent); pharmaceutical products (4.4 percent), and machinery (3.7 percent), with a combined share of 58 percent of India's total exports to LAC in 2014. Other important items of India's exports to LAC include iron and steel; aluminum and articles; miscellaneous chemical products; cotton; and manmade filaments, among others.

Brazil is India's largest export destination in LAC, accounting for around 46 percent of India's total exports to LAC in 2014, up from 34.3 percent in 2005. Other major export markets in LAC include Mexico (18.8 percent of the total exports), Colombia (7.3 percent), Peru (4.9 percent), and Chile (4 percent).

Reflecting the increased importance of the LAC region as source for India's crude oil imports, mineral fuels (HS-27) are the largest items in India's import basket from LAC, accounting for as much as 72 percent of India's total imports from LAC in 2014. Other important items of imports from LAC include ores, slag and ash; animal, vegetable fats and oils; pearls and precious stones; sugar and sugar confectionery; and iron and steel. Venezuela is the largest import source, followed by Brazil, Colombia, Mexico, and Chile.

Underlying the robust trend in bilateral trade between India and LAC, which has risen more than nine-fold, from US\$ 5.2 billion in 2005 to touch US\$ 49.1 billion in 2014, has been the rising trend in India's trade deficit with LAC. India's trade balance with LAC, which stood at a surplus of US\$ 457.9 million in 2005, flipped to a deficit of US\$ 1.2 billion in 2006. India's trade balance with the LAC region has been in deficit since then, and reached a high of US\$ 18.1 billion in 2014.

Amongst the major trade partners with which India maintains a trade deficit, the largest countries are Venezuela, Chile, Colombia and Argentina. In the case of Venezuela and Colombia, large and rising volume of crude imports have underlined India's rising trade deficit. In the case of Chile, large imports of ores and concentrates have resulted in a huge trade deficit. India's rising imports of vegetable fats and oil from Argentina has resulted in widening of trade deficit with Argentina.

Enhancing Bilateral Trade Relations with Select Countries in LAC

To further enhance India's trade with the LAC region, and at the same time to address the rising trade deficit, an important strategy would be to focus on India's export potential to the major importing countries in LAC. Such a strategy would require

- Identification of major items of imports of select focus markets, and share of India in each product line of imports, based on 2-digit HS commodity code
- Selection of potential items of India's exports to each of the focus markets, based on low share of India in target country's import basket of major commodities, keeping in view India's global export capability. This would entail identification of potential export items to each focus market, under each 2-digit HS code, upto 6-digit HS commodity code

Potential items of India's exports to Mexico would include Electrical and electronic equipment (HS-85); Machinery and instruments (HS-84); Vehicles other than railway, tramway (HS-87); Mineral fuels, oils, distillation products, etc (HS-27); Plastics and articles (HS-39); Organic chemicals (HS-29);

Iron and steel (HS-72); Articles of iron or steel (HS-73); Pharmaceutical products (HS-30); Meat and edible meat offal (HS-02); Cereals (HS-10).

Potential exports from India to Brazil identified at 2-digit HS code classification are Machinery and instruments (HS-84); Electrical and electronic equipment (HS-85); Vehicles other than railway, tramway (HS-87); Organic chemicals (HS-29); Pharmaceutical products (HS-30); Articles of iron or steel (HS-73); Iron and steel (HS-72); Cereals (HS-10).

Potential items of exports from India to Chile based on Chile's import demand and India's comparative advantage, have been identified using 2-digit HS code classification would include Mineral fuels, oils, distillation products, etc (HS-27); Machinery and instruments (HS-84); Vehicles other than railway, tramway (HS-87); Electrical and electronic equipment (HS-85); Plastics and articles (HS-39); Articles of apparel, accessories, not knit or crochet (HS-62); Iron and steel (HS-72); Pharmaceutical products (HS-30); Meat and edible meat offal (HS-02).

Potential items identified at 2-digit HS code classification for Argentina would include Vehicles other than railway, tramway (HS-87); Organic chemicals (HS-29); Machinery and instruments (HS-84); Electrical and electronic equipment (HS-85); Pharmaceutical products (HS-30); Plastics and articles (HS-39); Articles of iron or steel (HS-73); Cotton (HS-52).

In order to bridge India's trade deficit with Colombia, potential exports from India to Colombia have been identified at 2-digit HS code which include Iron and steel (HS-72); Organic chemicals (HS-29); Plastics and articles (HS-39); Machinery

and instruments (HS-84); Pharmaceutical products (HS-30); Electrical and electronic equipment (HS-85); Articles of apparel, accessories, not knit or crochet (HS-62).

Potential exports from India to Peru, identified at 2-digit HS code classification would include Machinery and instruments (HS-84); Mineral fuels, oils, distillation products, etc (HS-27); Electrical and electronic equipment (HS-85); Vehicles other than railway, tramway (HS-87); Cereals (HS-10); Articles of iron or steel (HS-73); Organic chemicals (HS-29).

In order to bridge India's deficit with Venezuela, strategy would involve increased exports from India, based on Venezuela's import demand, as well as India's global capability. Such products identified at 2-digit HS code classification would include Machinery and instruments (HS-84); Electrical and electronic equipment (HS-85); Vehicles other than railway, tramway (HS-87); Organic chemicals (HS-29); Miscellaneous chemical products (HS-38).

Potential exports from India to Guatemala identified at 2-digit HS code classification would include Machinery and instruments (HS-84); Electrical and electronic equipment (HS-85); Pharmaceutical products (HS-30); Iron and steel (HS-72); Organic chemicals (HS-29); Articles of iron or steel (HS-73).

India maintains a trade deficit with Ecuador. Therefore, in order to bridge the deficit by way of increasing India's exports to Ecuador, potential items of exports at 2-digit HS code classification have been identified as Mineral fuels, oils, distillation products, etc (HS-27); Machinery and

instruments (HS-84); Electrical and electronic equipment (HS-85); Vehicles other than railway, tramway (HS-87); Plastics and articles (HS-39); Pharmaceutical products (HS-30); Articles of iron or steel (HS-73); Organic chemicals (HS-29).

India's share in Dominican Republic's global imports was low at 0.8 percent in 2014. Potential exports from India to Dominican Republic identified at 2-digit HS code classification are Electrical and electronic equipment (HS-85); Plastics and articles (HS-39); Machinery and instruments (HS-84); Vehicles other than railway, tramway (HS-87); Cotton (HS-52); Articles of iron or steel (HS-73).

Potential exports from India to Costa Rica, identified at 2-digit HS code classification are Vehicles other than railway, tramway (HS-87); Pharmaceutical products (HS-30); Machinery and instruments (HS-84); Organic chemicals (HS-29); Electrical and electronic equipment (HS-85); Articles of apparel, accessories, knit or crochet (HS-61); Iron and steel (HS-72).

Potential exports to Panama, based on the import demand as well as India's comparative advantage at 2-digit HS Code have been identified as Machinery and instruments (HS-84); Vehicles other than railway, tramway (HS-87); Electrical and electronic equipment (HS-85); Articles of iron or steel (HS-73); Iron and steel (HS-72); Pharmaceutical products (HS-30); Cereals (HS-10).

Potential items of exports to Paraguay identified at 2-digit HS code classification would include Mineral fuels, oils, distillation products, etc (HS-27); Electrical and electronic equipment (HS-85); Machinery and instruments (HS-84); Vehicles

other than railway, tramway (HS-87); Iron and steel (HS-72); Pharmaceutical products (HS-30); Organic chemicals (HS-29); Articles of iron or steel (HS-73).

Potential exports from India to Uruguay identified at 2 digit HS code classification would include Mineral fuels, oils, distillation products, etc (HS-27); Electrical and electronic equipment (HS-85); Vehicles other than railway, tramway (HS-87); Plastics and articles (HS-39); Pharmaceutical products (HS-30); Organic chemicals (HS-29); Articles of iron or steel (HS-73); Iron and steel (HS-72).

Potential exports from India to El Salvador at 2-digit HS code classification have been identified as Electrical and electronic equipment (HS-85); Machinery and instruments (HS-84); Vehicles other than railway, tramway (HS-87); Cotton

(HS-52); Pharmaceutical products (HS-30); Iron and steel (HS-72); Articles of apparel, accessories, knit or crochet (HS-61); Cereals (HS-10); Articles of iron or steel (HS-73).

India's Initiatives to Enhance Bilateral Trade Relations with LAC

With a view to facilitate and further enhance bilateral trade and commercial relations with countries in the LAC region, India has put in place important policy measures as also institutional frameworks to create an enabling trade and business environment. Major policy initiatives and institutional frameworks include, among others, Focus LAC Programme, IBSA Initiative, India-LAC Partnership Conclaves, PTA with MERCOSUR and Chile, etc. India has recently also been granted 'Observer' status in the emerging grouping, the New Pacific Alliance.

1. REGIONAL ECONOMIC DEVELOPMENTS IN LATIN AMERICA AND THE CARIBBEAN REGION

The Latin America and the Caribbean (LAC) region occupies a significant portion in the global economy. The region has weathered through several crises including the Latin American debt crisis, Argentine economic crisis, and the Mexican peso crisis. In the course of these crises, most economies in the region have traversed through a series of economic changes, including decentralization of operations, reorganization of production, and reinforcement of scientific management and strategic planning. Today, most economies in this region exhibit strong macroprudentials and have the ability to conduct countercyclical policies.

Economic Environment of the LAC Region

According to the International Monetary Fund (IMF), economic activity in LAC continued to weaken in 2014, with a growth of 1.3 percent, mainly resulting from a slower Chinese economy, and shrinking investments (**Table 1.1**). The weakness was concentrated in South America, where falling commodity prices reinforced a generalized sense of leaner times, weighing down on private demand. Domestic policy uncertainties further depressed confidence in some countries.

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Inflation has increased across the region as rising import costs are passed on to consumers through higher retail prices. In fact, inflation is already above target levels in many countries, recording 9.6 percent in Brazil (compared to a targeted 4.5 percent), 4.6 percent in Chile (compared with a 2-4 percent target range) and 4.5 percent in Colombia (compared with a 2-4 percent target

Table 1.1: Economic Snapshot of the LAC Region

Country	Nominal GDP (US\$ billion)			Real GDP (%)			Inflation (annual average, %)		
	2013	2014	2015 ^f	2013	2014	2015 ^f	2013	2014	2015 ^f
LAC	5,896.5	5,800.4	5,240.1	2.9	1.3	0.9	7.1	-	-
Antigua and Barbuda	1.2	1.2	1.3	1.8	2.4	1.9	2.3	1.1	1.2
Argentina	622.1	540.2	563.1	2.9	0.5	-0.3	0.1	-	18.6
The Bahamas	8.4	8.7	9.2	0.7	1.3	2.3	2.8	1.2	2.3
Barbados	4.3	4.3	4.4	0.0	-0.3	0.8	1.4	1.9	1.3
Belize	1.6	1.7	1.8	1.5	3.4	2.0	3.0	0.9	0.5
Bolivia	30.8	34.4	35.0	6.8	5.4	4.3	4.3	5.8	5.1
Brazil	2391.0	2353.0	1903.9	2.7	0.1	-1.0	1.0	6.3	7.8
Chile	276.6	258.0	250.5	4.3	1.8	2.7	3.3	4.4	3.0
Colombia	378.4	384.9	332.4	4.9	4.6	3.4	3.7	2.9	3.4
Costa Rica	49.2	48.1	52.8	3.4	3.5	3.8	4.4	3.2	4.6
Dominica	0.5	0.5	0.5	-0.9	1.1	2.4	2.9	0.7	-0.8
Dominican Republic	61.3	64.1	66.2	4.8	7.3	5.1	4.5	3.0	1.6
Ecuador	94.5	100.8	102.7	4.6	3.6	1.9	3.6	3.6	3.2
El Salvador	24.3	25.3	26.2	1.7	2.0	2.5	2.6	1.1	-0.8
Grenada	0.8	0.9	0.9	2.4	1.5	1.5	2.0	-0.9	-1.5
Guatemala	53.9	60.4	66.0	3.7	4.0	4.0	3.9	3.4	3.0
Guyana	3.0	3.0	3.1	5.2	3.8	3.8	4.4	1.0	1.2
Haiti	8.5	8.7	9.2	4.2	2.8	3.3	3.8	3.9	6.4
Honduras	18.5	19.5	20.0	2.8	3.1	3.3	3.4	6.1	4.1
Jamaica	14.2	13.8	13.9	0.2	0.5	1.7	2.3	7.1	5.9
Mexico	1262.3	1282.7	1232.0	1.4	2.1	3.0	3.3	4.0	3.2
Nicaragua	10.8	11.7	12.3	4.4	4.5	4.6	4.3	6.0	5.4
Panama	40.4	43.8	47.5	8.4	6.2	6.1	6.4	2.6	0.9
Paraguay	28.3	29.7	30.8	14.2	4.4	4.0	4.0	5.0	3.6
Peru	202.4	202.9	190.3	5.8	2.4	3.8	5.0	3.2	2.5
St. Kitts and Nevis	0.8	0.8	0.9	3.8	7.0	3.5	3.0	1.0	2.0
St. Lucia	1.3	1.4	1.4	-0.5	-1.1	1.8	1.4	2.5	2.4
St. Vincent and the Grenadines	0.7	0.7	0.8	2.4	1.1	2.1	3.1	0.2	0.2
Suriname	5.0	5.3	5.6	4.1	2.9	2.7	3.8	3.4	1.9
Trinidad and Tobago	27.3	28.8	29.2	1.7	1.1	1.2	1.5	7.0	7.3
Uruguay	55.7	55.1	56.8	4.4	3.3	2.8	2.9	8.9	7.9
Venezuela	218.4	205.8	169.7	1.3	-4.0	-7.0	-4.0	62.2	96.8

^f indicates not available, ^f - forecasts

Source: International Monetary Fund (IMF)

range). Mexico is the only major Latin American economy in which inflation has remained subdued.

Outlook

Near-term prospects remain fairly dim for South America, with output contractions projected in three of the largest economies (Argentina, Brazil, and Venezuela) for 2015, while only Chile and Peru are expected to see a pick-up in growth. Weakness in commodity prices, perhaps related

to a more pronounced deceleration of investment in China, is expected to heighten pressures on South America's net commodity exporters. Elsewhere in LAC, growth is projected to be steady (Central America and the Caribbean) or strengthen (Mexico), supported by lower oil bills for importers and push up in demand as a result of robust economic recovery in USA. On balance, regional growth is expected to decline for a fifth consecutive year, bottoming out at just below 1 percent before staging a moderate recovery in 2016.

2. RECENT TRENDS IN LAC'S FOREIGN TRADE

The LAC region is characterized by large markets, host of trading blocs, and its close access to USA and European economies. The LAC region, which comprises 43 countries, accounts for about 11.6 percent of world trade in 2014.

Global trade of LAC has witnessed upward trend in recent years. In fact, during the last decade,

LAC's total trade (exports +imports) has risen two-fold, from US\$ 1084.8 billion in 2005 to US\$ 2179.6 billion in 2014, underlined by buoyant exports and imports (**Table 2.1 and Chart 2.1**).

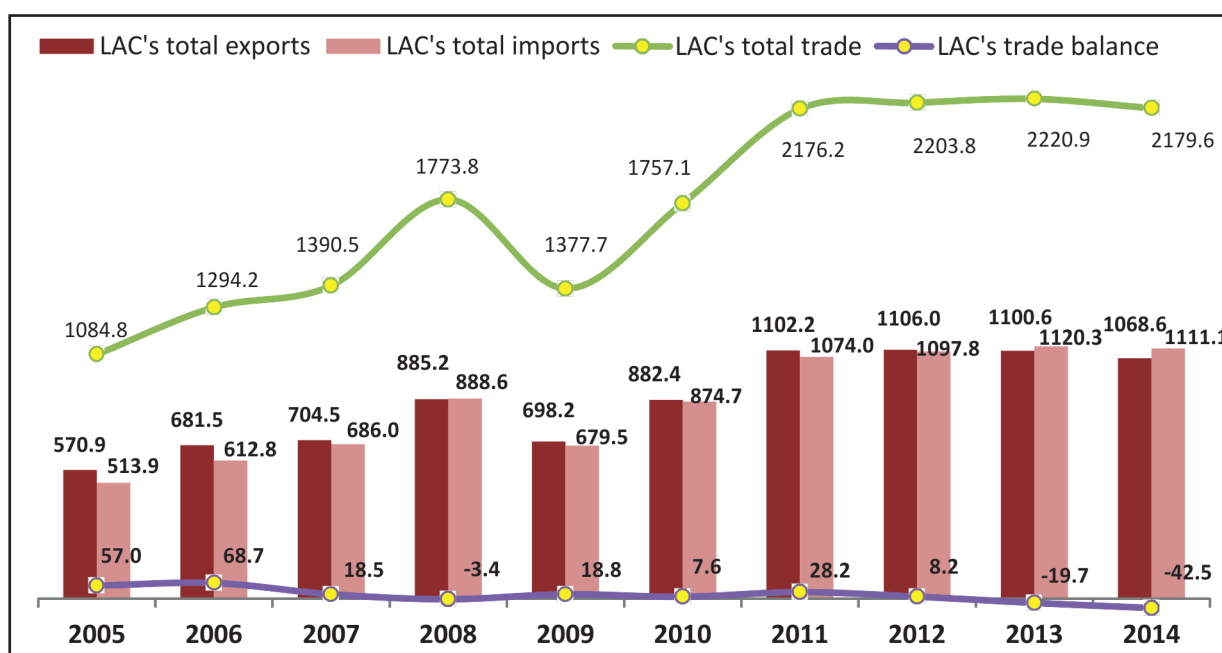
The region participated actively in multilateral trade negotiations, embarked on North-South trade agreements with developed countries

Table 2.1: Trends in LAC's Foreign Trade, 2005-2014 (US\$ bn)

Item	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
LAC's total exports	570.9	681.5	704.5	885.2	698.2	882.4	1102.2	1106.0	1100.6	1068.6
LAC's total imports	513.9	612.8	686.0	888.6	679.5	874.7	1074.0	1097.8	1120.3	1111.1
LAC's total trade	1084.8	1294.2	1390.5	1773.8	1377.7	1757.1	2176.2	2203.8	2220.9	2179.6
LAC's trade balance	57.0	68.7	18.5	-3.4	18.8	7.6	28.2	8.2	-19.7	-42.5

Source: Trade Map, ITC Geneva

Chart 2.1: Trends in LAC's Foreign Trade, 2005-2014 (US\$ bn)



Source: Trade Map, ITC Geneva

and, more recently, witnessed a boom of South-South trade, fueled by the rise of China and other emerging economies and the related rising demand for commodities. As a result, LAC trade expansion consistently exceeded GDP growth, and functioned as an effective engine of growth until the 2008-2009 global financial crisis had put a brake on rising trade. LAC's total trade revived in 2010, and were seen at levels higher than the pre-crisis period, stemming from South-South trade, which has emerged as the main driver of LAC trade performance. However, in 2014, slow down of growth in LAC's major emerging trading partners such as China, coupled with falling commodity prices, had moderated LAC's total trade, which was seen at US\$ 2179.6 million.

In the case of exports, LAC's total exports have risen from US\$ 570.9 billion in 2005 to US\$ 1068.6 billion in 2014. LAC's exports, after registering a decline in 2009 owing to the global crisis, rebounded thereafter to reach US\$ 1106 billion in 2012. However, weak external demand conditions particularly from USA and the European Union which are the main markets for exports, coupled with fall in commodity prices affected LAC's global exports, resulting in moderating exports in 2014. During the same year, LAC's exports constituted 5.7 percent of global exports.

As regards imports, LAC's total imports have also witnessed a steady growth, increasing more than two-fold, from US\$ 513.9 billion in 2005 to US\$ 1111.1 billion in 2014. In 2014, LAC's imports constituted 5.9 percent of global imports, up from 4.8 percent in 2005. LAC generally maintains a trade surplus, barring a few years. The fall in exports relative to imports during 2014 resulted in an increased deficit of US\$ 42.5 billion during the year.

LAC – Major Exporters & Importers

Amongst the countries in LAC, the largest exporters are Mexico, Brazil, Chile, Argentina, and Colombia, together accounting for as much as 78.5 percent of LAC's total exports in 2014 (**Table 2.2**). Other important exporters from LAC include Peru, Venezuela, Ecuador and Guatemala.

Table: 2.2: LAC- Major Exporters, 2014

Major Exporters	US\$ bn	% share
LAC	1068.6	100.0
Mexico	397.5	37.2
Brazil	225.1	21.1
Chile	76.6	7.2
Argentina	70.5	6.6
Colombia	68.3	6.4
Peru	54.8	5.1
Venezuela	38.5	3.6
Ecuador	25.7	2.4
Guatemala	18.1	1.7
Dominican Republic	12.9	1.2
Costa Rica	11.3	1.1
Panama	10.9	1.0
Paraguay	9.9	0.9
Uruguay	9.7	0.9
El Salvador	9.2	0.9
Bolivia	5.3	0.5
Honduras	5.0	0.5
Trinidad and Tobago	4.5	0.4
Cuba	2.9	0.3
Jamaica	2.3	0.2
Nicaragua	1.9	0.2
Haiti	1.5	0.1
Netherlands Antilles	1.1	0.1
Bahamas	1.1	0.1
Cayman Islands	0.8	0.1
British Virgin Islands	0.7	0.1
Saint Lucia	0.5	-
Suriname	0.4	-
Guyana	0.4	-
Barbados	0.4	-

'-' indicates nil/ negligible

Source: Trade Map, ITC Geneva

Table: 2.3: LAC- Major Importers, 2014

Major Importers	US\$ bn	% share
LAC	1111.1	100.0
Mexico	400.0	36.0
Brazil	229.1	20.6
Chile	72.3	6.5
Argentina	65.3	5.9
Colombia	64.0	5.8
Peru	42.2	3.8
Venezuela	38.8	3.5
Ecuador	27.5	2.5
Guatemala	18.3	1.6
Dominican Republic	17.8	1.6
Costa Rica	17.2	1.5
Panama	13.7	1.2
Paraguay	12.2	1.1
Uruguay	10.8	1.0
El Salvador	10.5	0.9
Bolivia	10.5	0.9
Honduras	8.0	0.7
Trinidad and Tobago	6.3	0.6
Cuba	6.0	0.5
Jamaica	5.8	0.5
Nicaragua	5.7	0.5
Haiti	4.1	0.4
Netherlands Antilles	3.8	0.3
Bahamas	3.8	0.3
Cayman Islands	2.7	0.2
British Virgin Islands	2.6	0.2
Saint Lucia	2.2	0.2
Suriname	1.8	0.2
Guyana	1.7	0.2
Barbados	1.7	0.2

Source: Trade Map, ITC Geneva

As regards imports, the leading importers in LAC are Mexico, Brazil, Chile, Argentina and Colombia, together accounting for 74.8 percent of LAC's total imports in 2014 (**Table 2.3**).

LAC – Major Export Items

Mineral fuels, which mainly comprise petroleum crude are the largest export items from LAC, accounting for as much as 20.2 percent of LAC's total exports in 2014 (**Table 2.4**). Other major items of exports from LAC include transport vehicles (9.9 percent of the total exports); electrical and electronic equipment (8.5 percent); machinery and instruments (7.2 percent); ores, slag and ash (6.4 percent); oil seed, oleagic fruits (3.1 percent); pearls and precious stones, etc (2.7 percent); and copper and articles (2.6 percent).

LAC's Crude Petroleum Exports - Countries in LAC such as Venezuela and Mexico are among the leading global exporters of crude oil. Venezuela ranks 10th among the global exporters of crude petroleum, accounting for 3.7 percent of the global crude petroleum exports in 2014, while Mexico ranks 13th with a share of 2.5 percent in the global exports of crude petroleum in 2014.

LAC – Major Import Items

LAC's import basket is relatively diversified. Mineral fuels and petroleum products (14.4 percent of the total imports); electrical and electronic equipment (14.2 percent); machinery (14 percent); transport vehicles (8.8 percent); and plastics and articles thereof (4.6 percent) are among the largest import items in 2014 (**Table 2.5**).

Table 2.4: LAC's Major Export Items, 2014

HS Code	Commodity	US\$ bn	% share
	All products	1068.6	100.0
27	Mineral fuels, oils, distillation products, etc	216.3	20.2
87	Vehicles other than railway, tramway	106.2	9.9
85	Electrical and electronic equipment	90.8	8.5
84	Machinery and instruments	77.3	7.2
26	Ores, slag and ash	68.3	6.4
12	Oil seed, oleagic fruits	33.0	3.1
71	Pearls and precious stones	28.8	2.7
74	Copper and articles	28.0	2.6
23	Residues, wastes of food industry, animal fodder	24.8	2.3
02	Meat and edible meat offal	23.4	2.2
08	Edible fruit, nuts	21.3	2.0
39	Plastics and articles	18.7	1.7
90	Optical, photo, technical apparatus	18.6	1.7
72	Iron and steel	17.5	1.6
17	Sugar and sugar confectionery	15.2	1.4
03	Fish, crustaceans, molluscs	13.4	1.3
09	Coffee, tea, mate and spices	13.3	1.2
10	Cereals	12.8	1.2
94	Furniture, lighting	11.2	1.1
73	Articles of iron or steel	10.7	1.0

Source: Trade Map, ITC Geneva

Impact of Lower International Oil Prices on LAC

Oil prices have been in freefall since mid 2014, declining from its peak of US\$ 108.4/barrel in June 2014, to US\$ 60.7/barrel in December 2014 and further dropping below US\$ 40/ barrel in August 2015. Owing to this fall and challenging external conditions, growth of the commodity driven LAC region moderated to 1.3 percent in 2014 compared to 2.9 percent recorded in the previous year.

LAC's output is forecast to moderate further to 0.9 percent in 2015. Growth in major LAC economies such as Brazil, Argentina and Venezuela (that account for nearly 60 percent of the region's GDP) would primarily affect LAC's overall growth performance. Brazil's economy is projected to contract by 1 percent in 2015 as tightening policies to lay the foundation for sustained economic growth is having a temporary adverse impact on economic activity and consumer price inflation. Further, private sector sentiment remains weak because of unaddressed competitiveness challenges. In Argentina and Venezuela stagflation is deepening. Argentina's GDP is projected to contract by 0.3 per cent in 2015. In Venezuela, economic activity is projected to contract sharply by 7 per cent in 2015, as the oil price decline has compounded an already difficult situation. While Chile, Colombia, Mexico, and Peru are forecast to outperform the rest of the region in 2015, benefiting from better balanced policy frameworks and greater export exposure to the strengthening USA economy.

The LAC economy is expected to recover from 2016 onwards as revival in oil prices will lead to higher export earnings, boost government consumption and thus investment.

Source: IMF

Table 2.5: LAC's Major Import Items, 2014

HS Code	Commodity	US\$ bn	% share
	All products	1111.1	100.0
27	Mineral fuels, oils, distillation products, etc	160.2	14.4
85	Electrical and electronic equipment	157.2	14.2
84	Machinery and instruments	155.7	14.0
87	Vehicles other than railway, tramway	97.6	8.8
39	Plastics and articles	51.2	4.6
29	Organic chemicals	31.0	2.8
90	Optical, photo, technical apparatus	29.3	2.6
30	Pharmaceutical products	26.6	2.4
72	Iron and steel	24.7	2.2
73	Articles of iron or steel	24.3	2.2
38	Miscellaneous chemical products	18.5	1.7
40	Rubber and articles	18.3	1.6
10	Cereals	15.8	1.4
31	Fertilizers	15.4	1.4
48	Paper and paperboard	14.6	1.3
76	Aluminium and articles	10.2	0.9
02	Meat and edible meat offal	10.1	0.9
94	Furniture, lighting	9.4	0.8
33	Essential oils, perfumes	8.8	0.8
88	Aircraft, spacecraft and parts	8.6	0.8

Source: Trade Map, ITC Geneva

While LAC is emerging as a major exporter of crude petroleum, as analysed in the preceding paragraphs, large imports of petroleum products by the major importers in LAC have resulted in mineral fuels and products being the largest import category of LAC. These products include large volumes of petroleum oils (not crude) (HS-2710) imported by Mexico, Brazil, Panama, Chile, Colombia, Argentina, and Venezuela; petroleum gases (HS-2711) imported by Mexico, Brazil, Argentina, Chile, and Ecuador; and coal, briquettes etc (HS-2701) imported by Brazil, Chile, Mexico, Argentina, and Dominican Republic.

LAC – Major Export Markets

While western developed countries such as USA, Canada, Germany, Spain, UK and Netherlands continue to be major markets for LAC's exports, developing countries such as China and India have emerged as major export destinations in recent years. Major destinations for LAC's exports in 2014 include USA (42.5 percent of LAC's exports), China (9.1 percent), India (2.7 percent), Netherlands (2.4 percent), and Canada (2.1 percent). While India, which did not feature among the top 20 markets for LAC in 2005, has now emerged as the 3rd largest market for LAC in 2014 accounting for 2.7 percent of LAC's total exports.

LAC – Major Import Markets

As in the case with LAC's export markets, developed countries such as USA, Japan, and Germany have continued to be the major sources for LAC's global imports. However, over the years, there has been a paradigm shift to emerging and developing countries for its imports as well. USA continues to be the key source of imports for the LAC, accounting for 31.9 percent of LAC's global imports. Other suppliers to the LAC region include China (16.2 percent), Japan (3.9 percent), Germany (3.1 percent), and South Korea (2.5 percent).

Trade Blocs in the LAC Region

Some of the major trading blocs in the LAC region are Andean Community (CAN), Central American Common Market (CACM), Caribbean Community (CARICOM), Latin American Integration Association (LAIA), South American Common Market (MERCOSUR), Free Trade Area of the Americas (FTAA), North American Free Trade Agreement (NAFTA), and Union of South American Nations (UNASUR). Of these, FTAA and NAFTA are inter-regional i.e. with North America, while the others are within the LAC region.

The Union of South American Nations (UNASUR) is the most recent inter-governmental union among all the South American Nations, except French Guiana. The UNASUR Constitutive Treaty, that was signed on May 23, 2008, entered into force on March 11, 2011.

3. INDIA'S TRADE RELATIONS WITH LAC

With the increasing diversification of India's global trade towards other developing countries, the LAC region has emerged as an important partner for India, both as export destination as also import source. This is reflected in the

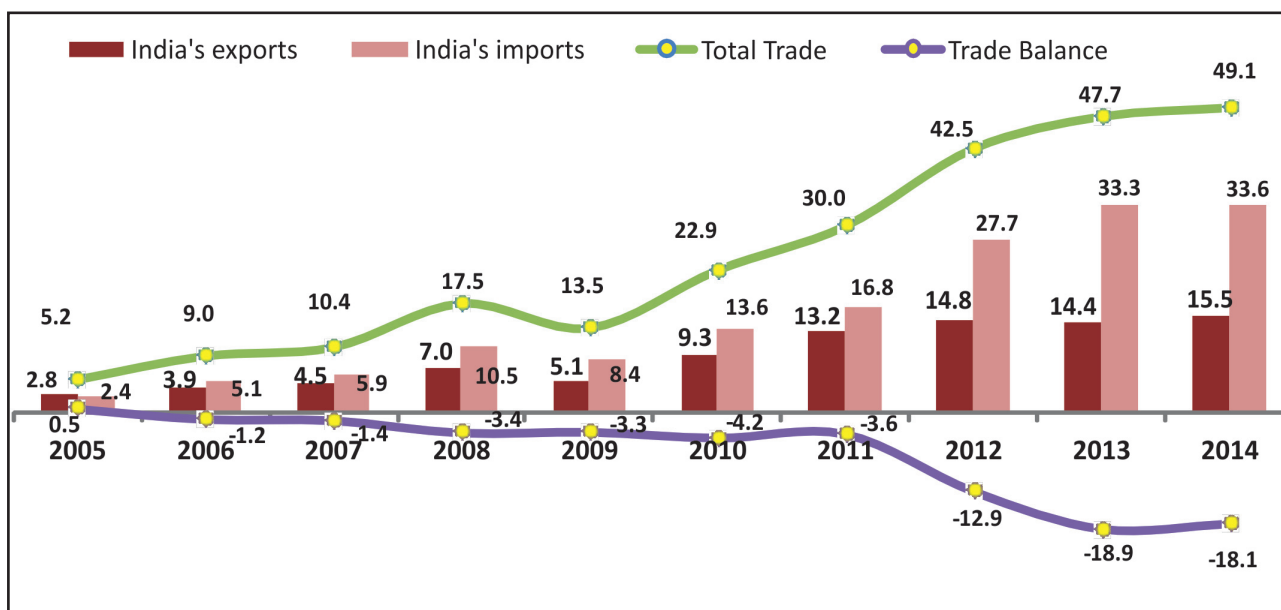
synergy in bilateral trade relations wherein India's total trade with LAC has risen more than nine-fold, from US\$ 5.2 billion in 2005 to touch US\$ 49.1 billion in 2014 (**Table 3.1** and **Chart 3.1**).

Table 3.1: India's Bilateral Trade with LAC, 2005-2014 (US\$ billion)

Item	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
India's exports	2.8	3.9	4.5	7.0	5.1	9.3	13.2	14.8	14.4	15.5
India's imports	2.4	5.1	5.9	10.5	8.4	13.6	16.8	27.7	33.3	33.6
Total Trade	5.2	9.0	10.4	17.5	13.5	22.9	30.0	42.5	47.7	49.1
Trade Balance	0.5	-1.2	-1.4	-3.4	-3.3	-4.2	-3.6	-12.9	-18.9	-18.1

Source: Trade Map, ITC Geneva

Chart 3.1: India's Bilateral Trade with LAC, 2005-2014 (US\$ billion)



Source: Trade Map, ITC Geneva

Underlying the robust trend in total trade has been the significant rise in both India's exports to as also India's imports from LAC, with the latter having risen faster than the former. While India's total exports to LAC have risen from US\$ 2.8 billion in 2005 to US\$ 15.5 billion in 2014, depicting more than a five-fold rise during the period, India's total imports from LAC have also risen significantly from US\$ 2.4 billion to US\$ 33.6 billion during the same period. As a result, India's trade balance with LAC, which stood at a surplus of US\$ 0.5 billion in 2005, has turned into a deficit in recent years, amounting to a trade deficit of US\$ 18.1 billion in 2014.

India has entered into Preferential Trading Agreement (PTA) with MERCOSUR and Chile, and is currently in the process of expanding its agreement with Chile. A Joint Commission between India and CARICOM has been established to determine the exact scope and nature of the projects being contemplated in the co-operation between the two sides. India has also established linkages with the Andean Community (CAN), and Community of Latin American and Caribbean States (CELAC).

India's Major Export Items to LAC

India's major export items to LAC include mineral products (28.7 percent of the total exports); vehicles (15.9 percent); organic chemicals (5.3 percent); pharmaceutical products (4.4 percent), and machinery (3.7 percent), with a combined share of 58 percent of India's total exports to LAC in 2014 (**Table 3.2**). Other important items of India's exports to LAC include iron and steel; aluminum and articles; miscellaneous chemical products; cotton; and manmade filaments, among others.

Exports of Petroleum Oils (not crude) [HS-2710]- LAC is increasingly emerging as an important destination for India's exports of petroleum oils (not crude) [HS-2710]. During the period 2005-2014, while India's global exports of petroleum oils rose over six-fold, from US\$ 10.1 billion to US\$ 60.8 billion, India's exports to LAC also rose over five-fold, from US\$ 758.1 million to US\$ 4.4 billion, with the major markets being Brazil, Ecuador, Bahamas, Argentina and Peru. LAC currently accounts for around 7.3 percent of India's global exports of petroleum oils (**Table 3.3**).

Table 3.2: India's Exports to LAC (US\$ million)

HS Code	Commodity	2005	2007	2009	2010	2011	2012	2013	2014
	All products	2827.7	4500.4	5106.8	9314.3	13195.1	14825.9	14371.0	15508.6
27	Mineral fuels, oils, distillation products, etc	782.0	1247.3	1090.2	3591.0	5141.6	5431.8	3845.2	4445.5
87	Vehicles other than railway, tramway	279.7	369.9	342.4	822.9	1178.1	1602.3	2199.4	2465.4
29	Organic chemicals	281.0	375.3	445.0	690.5	735.2	941.9	838.8	817.7
30	Pharmaceutical products	199.7	284.2	353.7	332.0	401.1	517.3	622.5	686.8
84	Machinery and instruments	99.3	195.2	184.0	344.8	474.2	514.6	564.7	574.6
72	Iron and steel	66.5	166.1	205.4	363.9	362.4	388.8	492.4	536.0
76	Aluminium and articles	5.0	6.1	6.5	17.4	53.4	144.0	289.8	527.0
38	Miscellaneous chemical products	100.6	163.0	247.2	291.4	379.6	473.0	554.6	491.3
52	Cotton	71.6	180.0	206.3	414.9	410.2	438.8	440.7	415.2
54	Manmade filaments	50.5	138.4	114.5	286.6	356.7	411.6	464.6	380.4
39	Plastics and articles	125.3	95.6	101.4	200.1	594.0	303.1	396.4	372.6
73	Articles of iron or steel	53.2	77.7	230.7	168.3	159.2	348.4	336.7	370.4
62	Articles of apparel, accessories, not knit or crochet	95.2	93.0	120.2	144.7	268.4	299.0	377.0	354.2
32	Tanning, dyeing extracts, pigments etc	45.1	74.8	102.6	142.9	172.2	213.3	262.5	338.6
85	Electrical and electronic equipment	68.0	149.9	225.5	224.9	466.7	430.3	513.9	335.2
61	Articles of apparel, accessories, knit or crochet	35.1	49.5	85.3	111.7	216.3	241.3	258.4	285.5
74	Copper and articles	6.4	9.9	6.9	20.4	18.3	14.0	65.6	262.3
40	Rubber and articles	76.8	93.4	96.8	125.7	218.9	244.7	282.8	255.4
55	Manmade staple fibres	41.9	121.7	153.5	214.9	325.8	235.4	229.2	229.2
90	Optical, photo, technical apparatus	35.5	42.8	45.0	56.5	82.2	79.1	117.0	123.6

Source: Trade Map, ITC Geneva

Table 3.3: India's Exports of Petroleum Oils-not crude (HS-2710) to LAC (US\$ million)

Country	2005	2007	2009	2010	2011	2012	2013	2014
World	10096.6	22846.2	23226.0	36641.3	54611.1	52763.9	67075.2	60838.6
LAC	758.1	1216.3	1032.9	3452.6	4916.5	5363.2	3838.4	4442.5
Brazil	469.2	933.5	523.9	1630.6	2809.1	3360.6	3008.8	4295.6
Ecuador	-	-	0.2	0.4	0.3	0.8	66.1	68.5
Bahamas	-	0.6	464.7	1812.7	2079.2	1984.7	746.2	64.0
Argentina	63.7	1.0	2.5	3.1	2.6	2.8	3.7	2.3
Peru	0.1	-	0.8	1.2	1.2	1.6	2.3	1.9
Chile	-	0.1	0.3	0.4	0.9	0.9	1.0	1.8
Colombia	207.0	279.9	0.2	0.3	0.6	1.6	1.0	1.4
Paraguay	-	-	0.2	0.2	0.6	0.9	1.4	1.3
Uruguay	-	-	-	0.1	0.7	2.8	2.0	1.0
Guatemala	-	0.1	0.6	0.6	0.6	1.0	0.7	0.8
Dominican Republic	-	0.4	0.3	0.4	13.9	0.9	1.7	0.7
Trinidad and Tobago	18.1	-	38.0	0.4	0.1	0.5	0.3	0.6
Honduras	-	-	0.3	0.1	0.5	0.5	0.2	0.6
Netherlands Antilles	-	-	-	-	-	-	-	0.5
Cuba	-	-	0.5	1.5	1.6	1.6	0.7	0.5
Mexico	-	-	-	-	-	-	0.2	0.3
Costa Rica	-	-	0.1	0.2	0.6	0.6	0.4	0.3
El Salvador	-	0.1	0.2	0.2	0.1	0.2	0.1	0.1
Jamaica	-	-	-	-	-	-	-	0.1
Haiti	-	-	-	-	-	0.1	0.1	0.1

'-' indicates nil/ negligible

Source: Trade Map, ITC Geneva

Exports of Vehicles – LAC is a major destination for India's exports of vehicles, accounting for a respectable 17 percent of India's exports of

vehicles in 2014. Mexico is a leading destination in the LAC region for India's exports followed by Colombia, Brazil, and Chile (**Table 3.4**).

Table 3.4: India's Exports of Vehicles (HS-87) to LAC (US\$ million)

Country	2005	2007	2009	2010	2011	2012	2013	2014
World	3204.9	4077.9	5717.3	9285.9	10280.6	12199.6	13800.1	14482.0
LAC	279.7	369.9	342.4	822.9	1178.1	1602.3	2199.4	2465.4
Mexico	98.5	102.4	63.6	91.9	243.7	397.2	665.1	1004.4
Colombia	97.6	102.2	124.4	192.9	330.4	378.9	417.1	428.7
Brazil	7.8	20.9	42.8	98.1	119.6	159.7	243.2	235.2
Chile	11.0	33.9	26.9	202.6	125.5	188.2	248.3	168.1
Peru	8.8	19.2	27.0	69.0	107.3	140.6	175.4	166.8
Argentina	25.3	37.6	8.6	58.5	77.7	71.0	106.8	76.5
Guatemala	10.2	16.0	14.3	19.1	49.7	54.9	58.9	64.2
Uruguay	1.6	2.8	1.7	13.8	20.9	32.5	40.9	52.7
Panama	0.4	2.3	1.7	10.6	9.5	18.6	33.2	47.0
Costa Rica	1.0	4.3	0.6	2.7	9.9	18.7	19.2	34.8
Ecuador	1.4	4.9	3.3	16.9	19.9	33.3	42.0	32.9

Source: Trade Map, ITC Geneva

Exports of Organic Chemicals – LAC is an important market for India's exports of organic chemicals. This can be assessed from the fact that India's exports to LAC have risen from US\$ 281 million in 2005 to touch US\$ 817.7 million in 2014, accounting for 6.8

percent of India's global exports. The largest destinations are Brazil, Mexico and Argentina (**Table 3.5**). In recent years, other countries such as Colombia, Peru, Chile, and Uruguay are also emerging as major destinations for India's exports to LAC.

Table 3.5: India's Exports of Organic Chemicals (HS-29) to LAC (US\$ million)

Country	2005	2007	2009	2010	2011	2012	2013	2014
World	4442.6	6516.0	6967.5	8592.7	11145.9	12549.7	13340.4	12035.1
LAC	281.0	375.3	445.0	690.5	735.2	941.9	838.8	817.7
Brazil	114.2	146.5	170.2	219.7	309.4	314.8	358.7	359.0
Mexico	71.9	95.4	115.3	131.6	195.5	207.7	245.6	242.9
Argentina	39.3	46.8	60.9	67.6	80.3	72.4	77.6	70.5
Colombia	17.6	27.3	30.3	40.5	53.7	53.7	64.3	58.7
Peru	3.9	6.2	8.1	13.1	13.8	16.8	16.6	18.1
Chile	6.2	10.1	17.4	12.5	17.6	16.0	16.8	16.6
Uruguay	7.8	11.3	7.2	15.2	14.1	12.1	11.8	9.3
Guatemala	3.2	3.0	3.9	4.3	5.4	8.0	9.7	9.0
Ecuador	0.6	1.5	2.7	3.3	5.4	6.7	5.2	5.6
Cuba	3.4	1.7	5.3	5.4	5.9	4.8	4.1	5.6
Paraguay	2.0	10.1	7.8	5.9	7.2	7.6	5.0	4.7
Venezuela	2.9	5.2	5.6	8.8	4.3	6.5	7.5	4.3
Costa Rica	1.7	3.3	4.3	3.4	4.8	4.4	4.8	4.2
El Salvador	0.8	0.8	1.6	2.2	3.2	3.2	4.0	2.4
Dominican Republic	0.7	1.0	1.3	1.6	1.6	1.5	1.9	1.9
Bolivia	0.7	1.0	0.4	0.6	0.8	1.1	1.2	1.1

Source: Trade Map, ITC Geneva

Exports of Pharmaceutical Products – It is the fourth-largest item in India's export basket to LAC, accounting for 5.8 percent of India's total exports to LAC in 2014. Exports of these products to LAC have risen from US\$ 199.7 million in 2005 to reach

US\$ 686.8 million in 2014. Brazil, Venezuela, Chile, and Peru are the major destinations, accounting for the bulk (61.1 percent) of India's exports to LAC (**Table 3.6**).

Table 3.6: India's Exports of Pharmaceuticals (HS-30) to LAC (US\$ million)

Country	2005	2007	2009	2010	2011	2012	2013	2014
World	2345.7	3833.8	5011.4	6096.1	8259.9	9602.4	11731.9	11663.3
LAC	199.7	284.2	353.7	332.0	401.1	517.3	622.5	686.8
Brazil	58.0	84.9	114.0	96.7	110.9	159.0	170.0	212.4
Venezuela	14.9	32.4	38.5	42.1	54.1	65.5	86.4	126.2
Chile	9.5	13.1	16.1	21.4	23.7	30.2	41.3	43.2
Peru	11.8	15.2	16.6	19.5	22.9	24.3	37.6	37.8
Colombia	16.4	20.5	29.0	26.6	28.6	38.6	52.2	36.2
Dominican Republic	8.8	8.6	12.5	13.8	18.5	23.6	26.8	25.9
Mexico	21.3	35.2	24.9	18.3	20.0	23.7	30.2	22.3
Haiti	9.5	7.7	10.7	10.4	12.5	15.0	14.6	21.2
Guatemala	5.5	10.4	6.6	9.1	10.5	14.1	19.3	16.3
Argentina	6.8	2.8	11.6	4.7	4.0	3.3	10.8	16.1
Jamaica	3.4	5.3	8.6	8.7	9.6	13.9	17.3	15.2
Bolivia	1.9	4.0	4.3	3.8	5.0	9.5	9.4	12.0
Ecuador	0.5	1.5	6.9	5.4	9.5	8.8	15.4	12.0
Costa Rica	5.4	7.8	6.2	9.6	12.8	11.8	12.3	11.7
Cuba	3.7	3.1	5.9	4.1	7.8	8.4	8.9	10.7
Nicaragua	2.0	3.3	5.7	7.6	4.9	7.3	8.0	9.3
Honduras	4.3	6.5	7.1	4.6	9.6	10.1	8.7	9.2
Trinidad and Tobago	5.7	6.1	6.5	5.4	7.1	7.9	10.7	9.0
Panama	2.4	2.5	4.6	3.9	5.6	13.9	10.6	9.0
El Salvador	1.1	3.2	2.9	3.2	5.3	7.3	7.7	7.8
Paraguay	1.2	0.8	3.0	1.9	2.0	3.7	7.0	7.0
Guyana	2.7	4.4	3.7	4.1	6.0	5.5	5.8	6.2

Source: Trade Map, ITC Geneva

Exports of Machinery – India's exports of machinery to LAC have risen significantly from US\$ 99.3 million in 2005 to touch US\$ 574.6 million in 2014, with a share of 5.8 percent of India's global exports of machinery (**Table 3.7**). While the

largest destinations are Brazil and Mexico, other countries such as Colombia, Honduras, Argentina, and Guatemala are also increasingly become important markets for machinery from India.

Table 3.7: India's Exports of Machinery and instruments (HS-84) to LAC (US\$ million)

Country	2005	2007	2009	2010	2011	2012	2013	2014
World	4061.6	6115.7	7167.5	8149.8	10752.3	11070.1	13126.1	13596.1
LAC	99.3	195.2	184.0	344.8	474.2	514.6	564.7	574.6
Brazil	31.5	90.3	81.5	218.9	264.0	260.9	221.7	221.0
Mexico	11.6	26.7	23.4	33.9	84.2	78.3	102.0	111.4
Colombia	11.3	15.6	8.0	12.6	12.7	40.7	41.9	37.8
Honduras	0.9	2.3	1.3	1.3	2.2	5.5	10.0	28.9
Argentina	6.0	13.8	11.9	19.2	30.0	24.7	25.8	27.9
Guatemala	1.1	1.5	9.6	5.9	15.7	24.0	26.1	23.0
Peru	1.7	3.4	7.6	13.0	12.1	13.0	15.4	16.9
Chile	8.0	9.4	9.3	10.7	14.1	15.8	25.7	16.8
Venezuela	9.4	2.6	3.7	5.4	7.1	8.9	31.9	15.2
Ecuador	1.6	4.7	4.8	2.9	5.2	4.5	8.2	12.1
Bolivia	0.9	0.1	0.7	2.4	1.0	2.5	3.2	11.2
Panama	3.0	1.4	2.0	1.2	2.1	3.6	4.5	10.4
Dominican Republic	0.7	0.3	0.7	1.4	1.2	1.5	3.2	9.4
Costa Rica	0.2	0.8	0.9	0.8	0.4	1.7	2.0	5.7
Nicaragua	0.5	4.0	1.4	1.0	4.7	1.6	4.8	5.1

Source: Trade Map, ITC Geneva

India's Major Export Destinations in LAC

Brazil is India's largest export destination in LAC, accounting for around 46 percent of India's total exports to LAC in 2014, up from 34.3 percent in

2005 (**Table 3.8**). Other major export markets in LAC include Mexico (18.8 percent of the total exports), Colombia (7.3 percent), Peru (4.9 percent), and Chile (4 percent).

Table 3.8: India's Exports to LAC - Major Destinations (US\$ million)

Country	2005	2007	2009	2010	2011	2012	2013	2014
World	100352.6	145898.1	176765.0	220408.5	301483.3	289564.8	336611.4	317544.6
LAC	2827.7	4500.4	5106.8	9314.3	13195.1	14825.9	14371.0	15508.6
Brazil	969.8	1899.8	1781.9	3669.6	5391.3	6162.7	6111.8	7140.5
Mexico	405.8	559.2	532.1	766.9	1337.9	1597.1	2151.5	2921.0
Colombia	417.1	561.9	361.4	507.9	822.3	927.7	1043.7	1125.2
Peru	87.5	178.8	217.5	398.9	525.9	634.9	712.0	754.6
Chile	142.1	228.5	261.6	481.0	510.7	650.0	704.4	618.7
Argentina	259.0	261.7	248.0	375.7	462.9	502.8	671.8	499.4
Ecuador	28.5	50.2	112.6	112.4	229.7	172.1	317.0	297.7
Panama	67.6	67.9	107.5	101.6	206.5	252.2	221.5	270.2
Venezuela	98.5	142.2	203.8	154.6	242.7	252.4	232.9	238.0
Guatemala	47.7	63.4	77.0	109.2	170.5	222.0	237.0	221.7
Uruguay	26.8	48.9	45.4	78.7	133.3	138.8	163.9	217.5
Honduras	27.5	100.6	46.9	58.2	84.6	110.8	114.3	161.9
Dominican Republic	31.4	35.2	48.2	79.1	101.3	109.3	128.7	139.6
Bahamas	8.4	42.9	498.4	2000.7	2439.4	2440.1	773.4	114.0
Trinidad and Tobago	54.3	38.5	197.1	57.5	77.7	82.6	101.8	106.0
Paraguay	15.1	46.7	31.8	38.5	64.6	71.5	93.0	99.5
Costa Rica	15.7	26.8	29.1	51.7	63.5	77.7	84.5	93.6
Haiti	15.7	23.4	34.5	58.3	47.0	61.6	63.3	73.4
Bolivia	5.7	6.6	8.3	13.5	21.9	49.1	57.5	68.4
Nicaragua	10.6	22.5	18.8	27.3	43.9	53.3	66.2	65.6
El Salvador	11.7	11.5	12.7	20.0	34.5	51.6	73.5	60.4
Netherlands Antilles	10.0	9.4	21.6	55.4	43.5	55.5	72.5	45.1
Jamaica	15.4	23.8	20.8	21.2	25.8	31.0	36.8	36.3
Cuba	11.7	15.5	22.3	23.9	36.9	34.8	38.5	36.3
Suriname	20.8	10.4	21.6	9.4	12.1	20.2	24.3	25.4
Guyana	10.9	12.0	12.9	16.4	21.1	21.2	25.1	23.4
Belize	2.5	1.8	1.9	10.8	24.1	24.5	25.9	23.1
Barbados	2.5	2.2	4.0	5.1	7.0	6.5	6.7	9.4
Cayman Islands	0.5	0.6	0.8	0.3	0.9	0.3	2.2	8.2
Aruba	0.5	0.5	1.6	1.7	2.6	2.6	3.6	3.4

Source: Trade Map, ITC Geneva

Brazil has been the leading destination in LAC for India's exports of petroleum oils, organic chemicals and machinery, and is also one of the major destinations for vehicles, plastics and articles, electrical and electronic equipment, cotton, and pharmaceutical products. All these items are among the major export items to LAC.

In the case of Mexico, the country is an important market for India's exports of vehicles, organic chemicals, aluminium, machinery, articles of apparel (not knit or crochet), and articles of iron and steel.

An analysis of the trend in India's exports to major destinations in LAC during the period 2005 to 2014 would reveal that, while the shares of major destinations such as Argentina, Chile, Colombia and Venezuela in India's total exports to LAC have declined, other countries such as Bahamas, Ecuador and Uruguay are increasingly emerging as important destinations, with rising share in India's exports to LAC.

India's Major Import Items from LAC

Table 3.9 presents the major items in India's import basket from LAC, as per 2-digit HS commodity codes. Reflecting the increased importance of the LAC region as source for India's crude oil imports, mineral fuels (HS-27) are the largest items in India's import basket from LAC, accounting for as much as 72 percent of India's total imports from LAC in 2014.

Other important items of imports from LAC include ores, slag and ash; animal, vegetable fats and oils; pearls and precious stones; sugar and sugar confectionery; and iron and steel.

Imports of Crude Petroleum (HS-2709) – India's imports of crude petroleum from LAC have risen from US\$ 18.8 million in 2005 to touch US\$ 24 billion in 2014, and accounted for as much as 13 percent of India's global imports. Venezuela is India's largest source of crude petroleum from the LAC region, accounting for as much as 54.6 percent of India's imports from LAC, followed by Colombia, Brazil and Mexico together accounting for 38.1 percent (**Table 3.10**).

Table 3.9: India's Imports from LAC (US\$ million)

HS Code	Commodity	2005	2007	2009	2010	2011	2012	2013	2014
	All products	2369.8	5930.6	8400.9	13560.1	16811.1	27689.7	33315.2	33577.8
27	Mineral fuels, oils, distillation products, etc	18.8	1518.1	4198.2	7955.9	10665.2	20322.1	24941.0	24046.6
26	Ores, slag and ash	383.3	2194.6	1033.7	1929.0	2255.0	2788.9	3863.3	3565.3
15	Animal, vegetable fats and oils, cleavage products, etc	758.5	743.0	654.5	979.9	1159.9	1370.6	1079.0	1996.3
71	Pearls and precious stones	23.2	141.8	22.0	48.0	360.6	223.9	395.7	661.2
17	Sugar and sugar confectionery	184.7	0.4	762.7	785.2	45.4	400.5	552.7	542.8
72	Iron and steel	70.0	222.2	295.3	333.5	432.5	399.5	261.7	321.8
85	Electrical and electronic equipment	42.0	105.5	135.1	195.8	355.3	345.4	307.0	313.3
84	Machinery and instruments	111.4	220.6	188.6	278.5	311.6	340.9	326.1	295.6
44	Wood and articles of wood	45.4	78.2	69.1	85.2	156.0	196.2	218.3	247.9
29	Organic chemicals	71.0	82.0	84.7	90.4	99.7	97.3	158.0	171.0
25	Salt, sulphur, lime and cement	20.3	41.2	45.0	47.8	76.9	186.7	150.9	153.1
28	Inorganic chemicals	42.7	43.4	60.4	71.3	97.1	137.4	116.1	103.8
74	Copper and articles	6.7	29.5	8.2	7.0	71.8	63.5	41.5	101.1
90	Optical, photo, technical apparatus	11.5	29.3	34.6	36.5	75.3	77.8	69.1	91.8
41	Raw hides and skins	33.9	38.3	36.8	49.8	45.3	45.9	61.9	81.2
87	Vehicles other than railway, tramway	11.3	21.2	46.4	68.7	48.2	68.5	62.1	74.8
47	Pulp of wood	6.1	4.7	37.3	34.5	59.2	38.9	71.6	74.4
30	Pharmaceutical products	3.4	6.4	6.8	22.7	29.0	33.4	45.8	70.9
08	Edible fruit, nuts,	4.1	14.1	10.8	27.7	25.8	27.8	22.3	57.9
88	Aircraft, spacecraft, and parts	0.1	-	0.4	4.2	6.0	2.9	47.7	52.4

'-' indicates nil/ negligible

Source: Trade Map, ITC Geneva

Table 3.10: India's Imports of Crude Petroleum (HS-2709) from LAC (US\$ million)

Country	2005	2007	2009	2010	2011	2012	2013	2014
World	46322.2	73249.5	82661.8	110840.7	157356.4	185696.1	184194.0	176949.0
LAC	18.8	1518.1	4198.2	7955.9	10665.2	20322.1	24941.0	24046.6
Venezuela	-	530.0	1787.1	4977.1	6026.5	12112.8	14942.6	13132.1
Colombia	6.9	-	317.0	738.6	686.0	1157.4	4158.9	3357.5
Brazil	3.3	1.3	933.5	1293.6	2186.8	3518.7	1788.3	3051.1
Mexico	-	764.6	655.7	477.5	1393.2	2685.7	3578.5	2742.3
Ecuador	-	103.5	41.4	140.9	-	713.2	307.5	900.4
Bahamas	-	-	-	-	-	-	95.0	499.4
Argentina	-	0.1	3.7	-	-	0.2	-	215.7
Chile	8.5	-	-	-	-	11.8	69.4	69.5
Panama	-	0.2	293.1	249.9	174.6	43.6	-	43.1
Trinidad and Tobago	-	112.6	140.9	78.2	196.0	-	-	34.9
Nicaragua	-	-	-	-	-	77.7	0.3	0.8

'-' indicates nil/ negligible

Source: Trade Map, ITC Geneva

Globally, Venezuela is the fourth-largest source of crude petroleum for India, with a share of 9.6 percent of India's global imports, after Saudi Arabia, Iraq, and Nigeria. Other LAC countries such as Colombia, Brazil and Mexico are also among the leading sources for India's import of crude petroleum.

Imports of Ores, Slag and Ash – Under this category, LAC accounts for around 47 percent of India's global imports. Chile is the largest source in LAC, accounting for as much as 77.4 percent of India's global imports of ores, slag and ash. Other suppliers under this category include Brazil, Peru and Argentina. Bulk of the items being imported by India from LAC under this category is copper ores and concentrates (HS-2603), lead ores and concentrates (HS- 2607), and molybdenum ores and concentrates (HS-2613).

Imports of Animal, vegetable fats and oils – Under this category, LAC accounts for 18.8 percent of India's global imports. The main suppliers from LAC are Argentina, Brazil and Paraguay. The significance of Argentina is proven from the fact that Argentina alone accounts for 14.7 percent of India's global imports of animal, vegetable fats and oils.

India's Major Import Sources in LAC

Table 3.11 lists the major import partners for India in the LAC region. Venezuela is the largest import source, followed by Brazil, Colombia, Mexico, and Chile. In the case of Venezuela, Brazil and Mexico, these countries are important sources for India's global imports of crude petroleum. Venezuela is also a major source of iron and steel, inorganic chemicals, lead and articles and aluminium and

articles. Brazil is an important source of ores, slag and ash, iron and steel, animal, vegetable fats and oils, and machinery. Mexico is a leading source of electrical and electronic equipment, machinery, iron and steel, pearls and precious stones and

plastics and articles. In the case of Chile, the country is a major supplier of copper ores and concentrates to India. Colombia is a major source of India's imports of crude oil, iron and steel and wood and articles of wood.

Table 3.11: India's Imports from LAC- Major Sources (US\$ million)

Country	2005	2007	2009	2010	2011	2012	2013	2014
World	140861.7	218645.3	266401.6	350029.4	462402.8	488976.4	466045.6	459369.5
LAC	2369.8	5930.6	8400.9	13560.1	16811.1	27689.7	33315.2	33577.8
Venezuela	9.3	535.7	1813.0	4993.3	6040.7	12123.2	14948.6	13192.2
Brazil	883.2	877.7	2897.3	3221.0	3735.2	5394.6	3831.8	5544.0
Colombia	12.4	95.7	336.7	765.6	713.4	1243.1	4293.6	3564.9
Mexico	99.3	1073.0	983.4	983.3	2168.6	3495.9	4295.4	3445.6
Chile	377.8	1885.5	888.8	1566.8	1829.0	2495.8	3242.0	3183.8
Argentina	648.0	725.4	608.8	1038.8	1097.0	1211.4	1149.2	2012.6
Ecuador	18.9	193.2	67.4	166.5	55.6	764.6	373.2	986.5
Peru	23.4	129.1	69.2	211.6	429.2	420.8	692.9	564.0
Bahamas	46.4	0.1	0.4	0.6	7.2	0.2	96.0	500.0
Costa Rica	32.2	87.2	92.3	102.3	159.7	219.8	220.1	183.8
Dominican Republic	1.8	2.2	8.5	15.4	8.4	10.4	13.1	85.8
Panama	165.1	138.2	390.4	283.9	213.8	114.1	36.8	83.2
Paraguay	3.3	0.9	5.1	5.3	11.7	8.8	5.2	56.7
Trinidad and Tobago	4.5	113.6	150.0	80.0	203.5	5.1	9.5	37.0
Suriname	6.8	0.6	1.4	0.7	3.5	10.2	14.4	31.3
Honduras	-	1.6	5.3	22.5	5.4	14.1	23.3	26.2
Uruguay	4.9	12.0	16.3	17.4	28.5	28.5	20.9	20.5
Guatemala	2.0	2.9	4.1	39.2	7.8	7.0	13.3	16.9

- indicates nil/ negligible

Source: Trade Map, ITC Geneva

India's Trade Balance with LAC

Underlying the robust trend in bilateral trade between India and LAC, which has risen more than nine-fold, from US\$ 5.2 billion in 2005 to touch US\$ 49.1 billion in 2014, has been the rising trend in India's trade deficit with LAC. India's trade balance with LAC, which stood at a surplus of US\$ 457.9 million in 2005, flipped to a deficit of US\$ 1.2 billion in 2006. India's trade balance with the LAC region has been in deficit since then, and reached a high of US\$ 18.1 billion in 2014 (Table 3.12).

Amongst the major trade partners with which India maintains a trade deficit, the largest countries are Venezuela, Chile, Colombia and Argentina. In the case of Venezuela and Colombia, large and rising volume of crude imports have underlined India's rising trade deficit. In the case of Chile, large imports of ores and concentrates have resulted in a huge trade deficit. India's rising imports of vegetable fats and oil from Argentina has resulted in widening of trade deficit with Argentina.

Table 3.12: India's Trade Balance with LAC (US\$ million)

Country	2005	2007	2009	2010	2011	2012	2013	2014
World	-40509.0	-72747.2	-89636.5	-129620.9	-160919.5	-199411.6	-129434.2	-141824.8
LAC	457.9	-1430.2	-3294.1	-4245.8	-3616.0	-12863.8	-18944.1	-18069.3
Venezuela	89.2	-393.5	-1609.2	-4838.8	-5798.0	-11870.8	-14715.7	-12954.3
Chile	-235.7	-1656.9	-627.2	-1085.9	-1318.4	-1845.8	-2537.6	-2565.1
Colombia	404.7	466.2	24.7	-257.7	108.9	-315.4	-3250.0	-2439.8
Argentina	-389.1	-463.7	-360.8	-663.1	-634.1	-708.5	-477.4	-1513.2
Ecuador	9.6	-142.9	45.2	-54.2	174.0	-592.5	-56.2	-688.9
Mexico	306.5	-513.8	-451.2	-216.3	-830.7	-1898.8	-2143.9	-524.6
Bahamas	-38.0	42.8	498.0	2000.1	2432.3	2439.9	677.4	-385.9
Costa Rica	-16.6	-60.4	-63.2	-50.6	-96.2	-142.1	-135.6	-90.2
Suriname	14.1	9.8	20.2	8.7	8.6	10.1	9.9	-5.9
Falkland Islands	-	0.1	-1.2	-1.4	-1.7	-0.3	-1.1	-3.2
British Virgin Islands	0.4	0.1	115.6	-0.5	0.5	-0.2	0.2	-0.2

'-' indicates nil/ negligible

Source: Trade Map, ITC Geneva

4. ENHANCING BILATERAL TRADE RELATIONS WITH SELECT COUNTRIES IN LAC

As highlighted in the previous chapters, India's bilateral trade with the LAC region has increased more than nine-fold, from US\$ 5.2 billion in 2005 to touch US\$ 49.1 billion in 2014, supported by rising exports as well as imports. During the same period, India's exports to LAC have risen more than five-fold, while India's imports from LAC has increased more than fourteen-fold. As a result, India has a trade deficit with the LAC region, which was seen at US\$ 18.1 billion in 2014.

To further enhance India's trade with the LAC region, and at the same time to address the rising trade deficit, an important strategy would be to focus on India's export potential to the major importing countries in LAC. An analysis of **Table 4.1** would reveal the low share of India in LAC's imports as a whole, as well as major importing countries of the region.

Identification of potential items of India's exports to the focus markets viz. Mexico; Brazil; Chile; Argentina; Colombia; Peru; Venezuela; Ecuador; Guatemala; Dominican Republic; Costa Rica, Panama; Paraguay; Uruguay and El Salvador would be based on the following criterion:

- Identification of major items of imports of select focus markets, and share of India in each product line of imports, based on 2-digit HS commodity code
- Selection of potential items of India's exports to each of the focus markets, based on low share of India in target country's import basket of major commodities, keeping in view India's global export capability. This would entail identification of potential export items to each focus market, under each 2-digit HS code, upto 6-digit HS commodity code

Mexico- Potential Items of India's Exports

Mexico is the largest importer in LAC with a share of 36 percent of total LAC imports. USA (49 percent), China (16.6 percent), Japan (4.4 percent), South Korea and Germany (3.4 percent each), and Canada (2.5 percent) are the key sources of imports of Mexico in 2014. India is yet to become a sizeable share in the country's import basket.

Table 4.1: LAC's Global Imports and India's Share, 2014

Importers	LAC's Global Imports (US\$ mn)	LAC's Imports from India (US\$ mn)	LAC's imports from India as a share of Global Imports (%)
LAC	1111050.2	15508.6	1.4
Mexico	399976.9	2921.0	0.7
Brazil	229060.1	7140.5	3.1
Chile	72344.3	618.7	0.9
Argentina	65323.4	499.4	0.8
Colombia	64027.6	1125.2	1.8
Peru	42193.6	754.6	1.8
Venezuela	38831.2	238.0	0.6
Ecuador	27515.4	297.7	1.1
Guatemala	18263.2	221.7	1.2
Dominican Republic	17751.7	139.6	0.8
Costa Rica	17186.2	93.6	0.5
Panama	13705.3	270.2	2.0
Paraguay	12168.6	99.5	0.8
Uruguay	10762.3	217.5	2.0
El Salvador	10512.9	60.4	0.6
Bolivia	10492.1	68.4	0.7
Honduras	7984.5	161.9	2.0
Trinidad and Tobago	6261.3	106.0	1.7
Cuba	6013.8	36.3	0.6
Jamaica	5835.5	36.3	0.6
Nicaragua	5746.4	65.6	1.1
Haiti	4116.2	73.4	1.8
Netherlands Antilles	3833.9	45.1	1.2
Bahamas	3790.4	114.0	3.0
Cayman Islands	2697.9	8.2	0.3
British Virgin Islands	2574.8	0.4	-
Saint Lucia	2222.0	2.4	0.1
Suriname	1826.7	25.4	1.4
Guyana	1744.9	23.4	1.3
Barbados	1740.5	9.4	0.5
Aruba	1284.1	3.4	0.3
Belize	1002.4	23.1	2.3
Saint Vincent and the Grenadines	410.0	0.7	0.2
Saint Kitts and Nevis	397.0	1.1	0.3
Antigua and Barbuda	393.0	2.3	0.6
Turks and Caicos Islands	331.0	0.2	0.1
Dominica	202.8	2.4	1.2
Falkland Islands	199.2	-	-
Grenada	196.3	1.5	0.8
Anguilla	88.9	-	-
Montserrat	41.9	-	-

'-' indicates nil/ negligible

Source: Trade Map, ITC Geneva

Table 4.2: Mexico's Global Imports and India's Share, 2014

HS Code	Commodity	Mexico's Global Imports (US\$ mn)	Mexico's Imports from India (US\$ mn)	India's Share in Mexico's Global Imports (%)	India's Global Exports (US\$ mn)
	All products	399976.9	2921.0	0.7	317544.6
85	Electrical and electronic equipment	85125.9	64.5	0.1	9002.3
84	Machinery and instruments	65571.2	111.4	0.2	13596.1
87	Vehicles other than railway, tramway	35735.2	1004.4	2.8	14482.0
27	Mineral fuels, oils, distillation products, etc	33228.8	0.4	-	62348.5
39	Plastics and articles	22316.4	52.1	0.2	5398.3
90	Optical, photo, technical apparatus	13147.3	14.4	0.1	2334.6
29	Organic chemicals	10226.6	242.9	2.4	12035.1
72	Iron and steel	9581.2	80.8	0.8	9080.6
73	Articles of iron or steel	9256.4	127.1	1.4	7518.7
40	Rubber and articles	6717.3	35.5	0.5	2763.2
48	Paper and paperboard	5521.7	8.9	0.2	1116.0
76	Aluminium and articles	5294.7	372.5	7.0	2582.5
30	Pharmaceutical products	4938.8	22.3	0.5	11663.3
38	Miscellaneous chemical products	4725.4	37.6	0.8	3164.4
02	Meat and edible meat offal	4596.5	-	-	5075.6
10	Cereals	4258.8	1.4	-	10059.3
94	Furniture, lighting	3781.8	3.3	0.1	1204.4
12	Oil seed, oleagic fruits	3483.6	15.4	0.4	2151.4
74	Copper and articles	2971.3	212.8	7.2	3456.1
33	Essential oils, perfumes,	2590.1	7.3	0.3	1442.8

'-' indicates nil/ negligible

Source: Trade Map, ITC Geneva

As can be seen from **Table 4.2**, India's share in Mexico's global imports is low at 0.7 percent. India has achieved respectable share in only two categories, viz. aluminium and articles and copper and articles, out of the major import categories of Mexico. This would serve to highlight the potential to enhance these exports to Mexico, in light of the demand in the country, as also India's global export capability.

Based on the table above and India's export capability, potential items of India's exports to Mexico would include:

- Electrical and electronic equipment (HS-85)
- Machinery and instruments (HS-84)
- Vehicles other than railway, tramway (HS-87)
- Mineral fuels, oils, distillation products, etc (HS-27)
- Plastics and articles (HS-39)
- Organic chemicals (HS-29)
- Iron and steel (HS-72)
- Articles of iron or steel (HS-73)
- Pharmaceutical products (HS-30)
- Meat and edible meat offal (HS-02)
- Cereals (HS-10)

Based on the above analysis, potential items of export to Mexico, under select identified categories, upto 6-digit HS code classification have been presented in **Annexure 1**.

Brazil- Potential Items of India's Exports

As can be seen from **Table 4.3**, India's share in Brazil's global imports stood at 3.1 percent. India

had respectable share in only two commodities viz. mineral fuels, oils and distillation products and miscellaneous chemical products among Brazil's major import categories.

Potential exports from India to Brazil identified at 2-digit HS code classification are:

- Machinery and instruments (HS-84)
- Electrical and electronic equipment (HS-85)
- Vehicles other than railway, tramway (HS-87)
- Organic chemicals (HS-29)
- Pharmaceutical products (HS-30)
- Articles of iron or steel (HS-73)
- Iron and steel (HS-72)
- Cereals (HS-10)

Based on the above analysis, potential items of exports to Brazil, under select identified categories, upto 6-digit HS code classification have been presented in **Annexure 2**.

Chile- Potential Items of India's Exports

Chile is the third largest importer in the LAC region, with a share of 6.5 percent of total LAC imports. The main sources of imports for Chile in 2014 were China (20.9 percent of Chile's global imports); USA (19.8 percent); Brazil (7.8 percent); Argentina (4 percent); and Germany (3.6 percent).

India's share in Chile's global imports was low at 0.9 percent (**Table 4.4**). In 2014, India's imports from Chile outpaced its exports to Chile resulting in a trade deficit with Chile.

Table 4.3: Brazil's Global Imports and India's Share, 2014

HS Code	Commodity	Brazil's Global Imports (US\$ mn)	Brazil's Imports from India (US\$ mn)	India's Share in Brazil's Global Imports (%)	India's Global Exports (US\$ mn)
	All products	229060.1	7140.5	3.1	317544.6
27	Mineral fuels, oils, distillation products, etc	45039.9	4296.1	9.5	62348.5
84	Machinery and instruments	31873.9	221.0	0.7	13596.1
85	Electrical and electronic equipment	27012.6	93.3	0.3	9002.3
87	Vehicles other than railway, tramway	19469.9	235.2	1.2	14482.0
29	Organic chemicals	10684.8	359.0	3.4	12035.1
39	Plastics and articles	8849.2	88.8	1.0	5398.3
31	Fertilizers	8443.0	-	-	77.6
30	Pharmaceutical products	7426.7	212.4	2.9	11663.3
90	Optical, photo, technical apparatus	6761.5	46.2	0.7	2334.6
38	Miscellaneous chemical products	5407.7	333.2	6.2	3164.4
40	Rubber and articles	4091.2	98.8	2.4	2763.2
73	Articles of iron or steel	4083.1	86.1	2.1	7518.7
72	Iron and steel	3384.6	96.0	2.8	9080.6
88	Aircraft, spacecraft, and parts	2571.4	-	-	6721.2
10	Cereals	2389.3	-	-	10059.3
28	Inorganic chemicals	2149.5	8.1	0.4	1429.4
74	Copper and articles	1986.2	5.8	0.3	3456.1
76	Aluminium and articles	1976.6	36.1	1.8	2582.5
54	Manmade filaments	1617.8	224.4	13.9	2505.4
48	Paper and paperboard	1441.5	-	-	1116.0

'-' indicates nil/ negligible

Source: Trade Map, ITC Geneva

Table 4.4: Chile's Global Imports and India's Share, 2014

HS Code	Commodity	Chile's Global Imports (US\$ mn)	Chile's Imports from India (US\$ mn)	India's Share in Chile's Global Imports (%)	India's Global Exports (US\$ mn)
	All products	72344.3	618.7	0.9	317544.6
27	Mineral fuels, oils, distillation products, etc	15328.3	2.1	-	62348.5
84	Machinery and instruments	8729.5	16.8	0.2	13596.1
87	Vehicles other than railway, tramway	7962.5	168.1	2.1	14482.0
85	Electrical and electronic equipment	6869.7	10.1	0.1	9002.3
39	Plastics and articles	2434.6	17.8	0.7	5398.3
40	Rubber and articles	1547.9	19.1	1.2	2763.2
62	Articles of apparel, accessories, not knit or crochet	1445.1	35.6	2.5	9055.7
73	Articles of iron or steel	1382.3	51.6	3.7	7518.7
61	Articles of apparel, accessories, knit or crochet	1367.2	12.4	0.9	7482.5
72	Iron and steel	1265.3	20.2	1.6	9080.6
90	Optical, photo, technical apparatus	1228.1	3.1	0.3	2334.6
30	Pharmaceutical products	1184.4	43.2	3.6	11663.3
02	Meat and edible meat offal	1163.2	-	-	5075.6
64	Footwear, gaiters and parts	1133.9	15.1	1.3	2990.7
88	Aircraft, spacecraft, and parts thereof	1001.6	-	-	6721.2
23	Residues, wastes of food industry	979.0	0.1	-	2042.8
29	Organic chemicals	974.4	16.6	1.7	12035.1
38	Miscellaneous chemical products	907.1	2.1	0.2	3164.4
28	Inorganic chemicals	890.3	1.0	0.1	1429.4
48	Paper and paperboard	792.1	1.1	0.1	1116.0

- indicates nil/ negligible

Source: Trade Map, ITC Geneva

In an attempt to bridge India's trade deficit with Chile, potential items of exports from India to Chile based on Chile's import demand and India's comparative advantage, have been identified using 2-digit HS code classification which are presented as follows:

- Mineral fuels, oils, distillation products, etc (HS-27)
- Machinery and instruments (HS-84)
- Vehicles other than railway, tramway (HS-87)
- Electrical and electronic equipment (HS-85)
- Plastics and articles (HS-39)
- Articles of apparel, accessories, not knit or crochet (HS-62)
- Iron and steel (HS-72)
- Pharmaceutical products (HS-30)
- Meat and edible meat offal (HS-02)

Based on the above analysis, potential items of exports to Chile, under select identified categories, upto 6-digit HS code classification have been presented in **Annexure 3**.

Argentina- Potential Items of India's Exports

In 2014, Brazil was the main source of imports for Argentina (21.8 percent of Argentina's global imports); followed by China (16.4 percent); USA (13.5 percent); Germany (5.4 percent); and Bolivia (4.2 percent). During the same year India's share was seen at 0.8 percent (**Table 4.5**).

In 2014, India had a trade deficit of US\$ 1.5 billion, which has risen more than three-fold from US\$ 389.1 million in 2005. Strategy to reduce the trade deficit would entail identification of potential items of exports to Argentina, in line with India's capability and Argentina's import demand. Based on this criterion, potential items identified at 2-digit HS code classification are as follows:

- Vehicles other than railway, tramway (HS-87)
- Organic chemicals (HS-29)
- Machinery and instruments (HS-84)
- Electrical and electronic equipment (HS-85)
- Pharmaceutical products (HS-30)
- Plastics and articles (HS-39)
- Articles of iron or steel (HS-73)
- Cotton (HS-52)

Based on the above analysis, potential items of exports to Argentina, under select identified categories, upto 6-digit HS code classification have been presented in **Annexure 4**.

Colombia- Potential Items of India's Exports

The main sources of imports for Colombia in 2014 were USA (28.5 percent of global exports); China (18.4 percent); Mexico (8.2 percent); Germany (4 percent); Brazil (3.9 percent). India's share in Colombia's imports stands at 1.8 percent (**Table 4.6**).

Table 4.5: Argentina's Global Imports and India's Share, 2014

HS Code	Commodity	Argentina's Global Imports (US\$ mn)	Argentina's Imports from India (US\$ mn)	India's Share in Argentina's Global Imports (%)	India's Global Exports (US\$ mn)
	All products	65323.4	499.4	0.8	317544.6
87	Vehicles other than railway, tramway	8759.7	76.5	0.9	14482.0
29	Organic chemicals	3014.3	70.5	2.3	12035.1
72	Iron and steel	1001.1	53.2	5.3	9080.6
54	Manmade filaments	199.5	30.3	15.2	2505.4
84	Machinery and instruments	9591.1	27.9	0.3	13596.1
38	Miscellaneous chemical products	1538.1	27.0	1.8	3164.4
32	Tanning, dyeing extracts	466.5	25.7	5.5	2907.1
85	Electrical and electronic equipment	7206.6	25.1	0.3	9002.3
62	Articles of apparel, accessories, not knit or crochet	175.9	19.3	11.0	9055.7
55	Manmade staple fibres	266.5	18.0	6.8	2181.6
30	Pharmaceutical products	2128.5	16.1	0.8	11663.3
39	Plastics and articles	2573.0	12.6	0.5	5398.3
40	Rubber and articles	1170.0	11.4	1.0	2763.2
13	Lac, gums, resins	78.5	9.8	12.5	2305.3
90	Optical, photo, technical apparatus	1613.0	6.2	0.4	2334.6
73	Articles of iron or steel	1042.1	6.2	0.6	7518.7
52	Cotton	119.6	5.6	4.7	8883.9
69	Ceramic products	133.1	5.4	4.1	768.6
25	Salt, sulphur, lime and cement	221.9	4.4	2.0	1990.0
28	Inorganic chemicals	739.2	3.9	0.5	1429.4

Source: Trade Map, ITC Geneva

Table 4.6: Colombia's Global Imports and India's Share, 2014

HS Code	Commodity	Colombia's Global Imports (US\$ mn)	Colombia's Imports from India (US\$ mn)	India's Share in Colombia's Global Imports (%)	India's Global Exports (US\$ mn)
	All products	64027.6	1125.2	1.8	317544.6
87	Vehicles other than railway, tramway	6192.7	428.7	6.9	14482.0
52	Cotton	511.0	115.4	22.6	8883.9
72	Iron and steel	2012.4	62.5	3.1	9080.6
76	Aluminium and articles thereof	417.6	61.0	14.6	2582.5
29	Organic chemicals	2380.4	58.7	2.5	12035.1
39	Plastics and articles	2699.2	42.8	1.6	5398.3
84	Machinery and instruments	8210.9	37.8	0.5	13596.1
55	Manmade staple fibres	287.0	37.1	12.9	2181.6
30	Pharmaceutical products	2382.1	36.2	1.5	11663.3
74	Copper and articles thereof	389.5	29.6	7.6	3456.1
38	Miscellaneous chemical products	1060.0	27.2	2.6	3164.4
85	Electrical and electronic equipment	6631.0	24.9	0.4	9002.3
54	Manmade filaments	323.4	23.0	7.1	2505.4
40	Rubber and articles	1131.1	23.0	2.0	2763.2
73	Articles of iron or steel	1264.6	21.2	1.7	7518.7
32	Tanning, dyeing extracts	426.4	17.0	4.0	2907.1
62	Articles of apparel, accessories, not knit or crochet	404.0	9.8	2.4	9055.7
68	Stone, plaster, cement	165.6	6.8	4.1	1406.0
90	Optical, photo, technical apparatus	1876.1	6.3	0.3	2334.6
82	Tools, implements base metal	280.3	6.0	2.1	914.9

Source: Trade Map, ITC Geneva

In order to bridge India's trade deficit with Colombia, potential exports from India to Colombia identified at 2-digit HS code classification are as follows:

- Iron and steel (HS-72)
- Organic chemicals (HS-29)
- Plastics and articles (HS-39)
- Machinery and instruments (HS-84)
- Pharmaceutical products (HS-30)
- Electrical and electronic equipment (HS-85)
- Articles of apparel, accessories, not knit or crochet (HS-62)

Based on the above analysis, potential items of exports to Colombia, under select identified categories, upto 6-digit HS code classification have been presented in **Annexure 5**.

Peru - Potential Items of India's Exports

In 2014, China was the primary source of imports for Peru, accounting for 21.2 percent of Peru's global imports, followed by USA (20.9 percent); Brazil (4.7 percent); Mexico (4.6 percent); and Ecuador (4.2 percent).

Table 4.7 depicts India's share in Peru's global imports, which was seen at 1.8 percent in 2014. Potential exports from India to Peru, identified at 2-digit HS code classification are presented as follows:

- Machinery and instruments (HS-84)
- Mineral fuels, oils, distillation products, etc (HS-27)
- Electrical and electronic equipment (HS-85)
- Vehicles other than railway, tramway (HS-87)
- Cereals (HS-10)
- Articles of iron or steel (HS-73)
- Organic chemicals (HS-29)

Annexure 6 presents on analysis of the above identified potential items, upto 6-digits HS code classification.

Venezuela- Potential Items of India's Exports

USA (28.7 percent of Venezuela's global imports); China (14.6 percent); Brazil (11.9 percent); Colombia and Argentina (5.1 percent each); and Mexico (4 percent) were the primary import sources of Venezuela in 2014.

Table 4.7: Peru's Global Imports and India's Share, 2014

HS Code	Commodity	Peru's Global Imports (US\$ mn)	Peru's Imports from India (US\$ mn)	India's Share in Peru's Global Imports (%)	India's Global Exports (US\$ mn)
	All products	42193.6	754.6	1.8	317544.6
84	Machinery and instruments	6318.8	16.9	0.3	13596.1
27	Mineral fuels, oils, distillation products, etc	5983.8	-	-	62348.5
85	Electrical and electronic equipment	4590.1	11.3	0.2	9002.3
87	Vehicles other than railway, tramway	3983.4	166.8	4.2	14482.0
39	Plastics and articles	2219.7	42.7	1.9	5398.3
72	Iron and steel	1494.9	75.8	5.1	9080.6
10	Cereals	1365.5	-	-	10059.3
73	Articles of iron or steel	1187.9	35.2	3.0	7518.7
38	Miscellaneous chemical products	812.8	4.8	0.6	3164.4
40	Rubber and articles	765.6	16.4	2.1	2763.2
30	Pharmaceutical products	713.9	37.8	5.3	11663.3
90	Optical, photo, technical apparatus	706.1	4.4	0.6	2334.6
23	Residues, wastes of food industry	703.4	0.8	0.1	2042.8
48	Paper and paperboard	698.2	1.2	0.2	1116.0
29	Organic chemicals	570.2	18.1	3.2	12035.1
31	Fertilizers	550.0	0.4	0.1	77.6
15	Animal, vegetable fats and oils	456.2	0.6	0.1	903.7
33	Essential oils, perfumes	451.5	1.1	0.2	1442.8
64	Footwear, gaiters and parts	378.4	4.1	1.1	2990.7
52	Cotton	372.2	135.8	36.5	8883.9
94	Furniture, lighting	363.9	0.6	0.2	1204.4

‘-’ indicates nil/ negligible

Source: Trade Map, ITC Geneva

Table 4.8: Venezuela's Global Imports and India's Share, 2014

HS Code	Commodity	Venezuela's Global Imports (US\$ mn)	Venezuela's Imports from India (US\$ mn)	India's Share in Venezuela's Global Imports (%)	India's Global Exports (US\$ mn)
	All products	38831.2	238.0	0.6	317544.6
84	Machinery and instruments	5941.0	15.2	0.3	13596.1
27	Mineral fuels, oils, distillation products, etc	3589.2	-	-	62348.5
85	Electrical and electronic equipment	2825.3	2.2	0.1	9002.3
30	Pharmaceutical products	2379.7	126.2	5.3	11663.3
87	Vehicles other than railway, tramway	1938.6	-	-	14482.0
02	Meat and edible meat offal	1863.6	-	-	5075.6
10	Cereals	1594.7	-	-	10059.3
73	Articles of iron or steel	1454.2	4.0	0.3	7518.7
29	Organic chemicals	1240.4	4.3	0.3	12035.1
04	Dairy products	1081.2	-	-	481.9
39	Plastics and articles	1039.4	1.4	0.1	5398.3
15	Animal, vegetable fats and oils	784.4	-	-	903.7
90	Optical, photo, technical apparatus	761.0	16.7	2.2	2334.6
17	Sugar and sugar confectionery	688.0	-	-	1306.2
23	Residues, wastes of food industry	654.9	-	-	2042.8
01	Live animals	616.1	-	-	12.5
72	Iron and steel	505.8	4.1	0.8	9080.6
38	Miscellaneous chemical products	490.5	1.8	0.4	3164.4
33	Essential oils, perfumes	488.1	1.5	0.3	1442.8
48	Paper and paperboard	462.6	1.1	0.2	1116.0

‘-’ indicates nil/ negligible

Source: Trade Map, ITC Geneva

India's share in Venezuela's global imports was 0.6 percent in 2014 (**Table 4.8**). India had a respectable share in Venezuela's imports only in the case of pharmaceuticals. At the same time, India has a trade deficit with Venezuela owing to imports of crude oil. In order to bridge India's deficit with Venezuela, strategy would involve increased exports from India, based on Venezuela's import demand, as well as India's global capability. Such products identified at 2-digit HS code classification would include:

- Machinery and instruments (HS-84)
- Electrical and electronic equipment (HS-85)
- Vehicles other than railway, tramway (HS-87)
- Organic chemicals (HS-29)
- Miscellaneous chemical products (HS-38)

Based on the above analysis, potential items of exports to Venezuela, under select identified categories, upto 6-digit HS code classification have been presented in **Annexure 7**.

Guatemala- Potential Items of India's Exports

In 2014, Guatemala accounted for 1.6 percent of total imports of the LAC region. During the same year, the main sources of imports for Guatemala included USA (40.3 percent of global imports of Guatemala), Mexico (10.7 percent), China (9.8

percent), El Salvador (4.5 percent), and Panama (3.7 percent).

India's share in Guatemala's global imports amounted to US\$ 221.7 million, accounting for 1.2 percent of Guatemala's global imports (**Table 4.9**). India had a respectable share in only two commodities of Guatemala's global imports viz. vehicles other than railway, tramway and cotton. Potential exports from India to Guatemala identified at 2-digit HS code classification would include:

- Machinery and instruments (HS-84)
- Electrical and electronic equipment (HS-85)
- Pharmaceutical products (HS-30)
- Iron and steel (HS-72)
- Organic chemicals (HS-29)
- Articles of iron or steel (HS-73)

Annexure 8 presents an analysis of the potential items upto 6-digit HS code classification.

Ecuador- Potential Items of India's Exports

In 2014, Ecuador's main import sources were USA (28 percent of Ecuador's global imports), China (16.7 percent), Colombia (7.5 percent), Mexico (4.1 percent), and Panama (3.5 percent). India had a low share of 1.1 percent (**Table 4.10**).

Table 4.9: Guatemala's Global Imports and India's Share, 2014

HS Code	Commodity	Guatemala's Global Imports (US\$ mn)	Guatemala's Imports from India (US\$ mn)	India's Share in Guatemala's Global Imports (%)	India's Global Exports (US\$ mn)
	All products	18263.2	221.7	1.2	317544.6
27	Mineral fuels, oils, distillation products, etc	3563.2	1.0	-	62348.5
84	Machinery and instruments	1571.3	23.0	1.5	13596.1
85	Electrical and electronic equipment	1533.9	5.5	0.4	9002.3
87	Vehicles other than railway, tramway	1095.3	64.2	5.9	14482.0
39	Plastics and articles	1063.4	9.9	0.9	5398.3
48	Paper and paperboard	588.1	0.4	0.1	1116.0
30	Pharmaceutical products	584.8	16.3	2.8	11663.3
72	Iron and steel	560.6	3.5	0.6	9080.6
10	Cereals	421.4	-	-	10059.3
33	Essential oils, perfumes	340.9	1.6	0.5	1442.8
29	Organic chemicals	311.7	9.0	2.9	12035.1
38	Miscellaneous chemical products	298.3	5.6	1.9	3164.4
31	Fertilizers	292.1	-	-	77.6
23	Residues, wastes of food industry	287.2	-	-	2042.8
21	Miscellaneous edible preparations	286.0	-	-	581.8
73	Articles of iron or steel	282.3	5.3	1.9	7518.7
52	Cotton	274.8	41.0	14.9	8883.9
19	Cereal, flour, starch, milk preparations	240.4	-	-	488.6
40	Rubber and articles thereof	221.9	7.3	3.3	2763.2
60	Knitted or crocheted fabric	204.5	-	-	259.0

'-' indicates nil/ negligible

Source: Trade Map, ITC Geneva

Table 4.10: Ecuador's Global Imports and India's Share, 2014

HS Code	Commodity	Ecuador's Global Imports (US\$ mn)	Ecuador's Imports from India (US\$ mn)	India's Share in Ecuador's Global Imports (%)	India's Global Exports (US\$ mn)
	All products	27515.4	297.7	1.1	317544.6
27	Mineral fuels, oils, distillation products, etc	6684.2	68.7	1.0	62348.5
84	Machinery and instruments	3382.2	12.1	0.4	13596.1
85	Electrical and electronic equipment	2535.9	5.0	0.2	9002.3
87	Vehicles other than railway, tramway	2180.2	32.9	1.5	14482.0
39	Plastics and articles	1199.3	25.7	2.1	5398.3
30	Pharmaceutical products	1086.1	12.0	1.1	11663.3
72	Iron and steel	810.5	57.1	7.0	9080.6
73	Articles of iron or steel	795.9	1.7	0.2	7518.7
23	Residues, wastes of food industry	628.4	-	-	2042.8
90	Optical, photo, technical apparatus	586.5	3.8	0.6	2334.6
38	Miscellaneous chemical products	545.7	6.8	1.2	3164.4
48	Paper and paperboard	421.4	1.9	0.4	1116.0
29	Organic chemicals	408.5	5.6	1.4	12035.1
31	Fertilizers	396.6	-	-	77.6
40	Rubber and articles	383.1	9.0	2.4	2763.2
10	Cereals	360.6	-	-	10059.3
33	Essential oils, perfumes	291.4	1.2	0.4	1442.8
21	Miscellaneous edible preparations	220.0	-	-	581.8
64	Footwear, gaiters and parts	174.2	0.2	0.1	2990.7
62	Articles of apparel, accessories, not knit or crochet	174.1	-	-	9055.7

'-' indicates nil/ negligible

Source: Trade Map, ITC Geneva

India maintains a trade deficit with Ecuador. Therefore, in order to bridge the deficit by way of increasing India's exports to Ecuador, potential items of exports at 2-digit HS code classification have been identified as:

- Mineral fuels, oils, distillation products, etc (HS-27)
- Machinery and instruments (HS-84)
- Electrical and electronic equipment (HS-85)
- Vehicles other than railway, tramway (HS-87)
- Plastics and articles (HS-39)
- Pharmaceutical products (HS-30)
- Articles of iron or steel (HS-73)
- Organic chemicals (HS-29)

Based on the above analysis, potential items of exports to Ecuador, under select identified categories, upto 6-digit HS code classification have been presented in **Annexure 9**.

Dominican Republic- Potential Items of India's Exports

In 2014, USA, China, Mexico, Venezuela, and Trinidad and Tobago were the main import sources

for Dominican Republic, together accounting for 68.4 percent of Dominican Republic's global imports.

As can be observed from **Table 4.11**, India's share in Dominican Republic's global imports was low at 0.8 percent. Potential exports from India to Dominican Republic, identified at 2-digit HS code classification are:

- Electrical and electronic equipment (HS-85)
- Plastics and articles (HS-39)
- Machinery and instruments (HS-84)
- Vehicles other than railway, tramway (HS-87)
- Cotton (HS-52)
- Articles of iron or steel (HS-73)

Annexure 10 highlights the potential items upto 6-digits HS code classification.

Costa Rica- Potential Items of India's Exports

In 2014, USA, China, Mexico, Japan and Guatemala together accounted for 66.3 percent of Costa Rica's global imports. However, India's share has been observed to be low at 0.5 percent (**Table 4.12**).

Table 4.11: Dominican Republic's Global Imports and India's Share, 2014

HS Code	Commodity	Ecuador's Global Imports (US\$ mn)	Ecuador's Imports from India (US\$ mn)	India's Share in Ecuador's Global Imports (%)	India's Global Exports (US\$ mn)
	All products	17751.7	139.6	0.8	317544.6
27	Mineral fuels, oils, distillation products, etc	4055.1	-	-	62348.5
85	Electrical and electronic equipment	1299.9	1.1	0.1	9002.3
39	Plastics and articles	1185.1	6.3	0.5	5398.3
84	Machinery and instruments	1162.2	9.4	0.8	13596.1
87	Vehicles other than railway, tramway	1015.2	12.2	1.2	14482.0
72	Iron and steel	556.4	6.3	1.1	9080.6
52	Cotton	527.2	14.1	2.7	8883.9
30	Pharmaceutical products	520.9	25.9	5.0	11663.3
48	Paper and paperboard	429.4	1.0	0.2	1116.0
10	Cereals	409.4	-	-	10059.3
71	Pearls and precious stones	300.2	-	-	40703.5
73	Articles of iron or steel	281.0	1.5	0.6	7518.7
90	Optical, photo, technical apparatus	279.4	1.3	0.5	2334.6
24	Tobacco and manufactured tobacco substitutes	245.1	0.4	0.2	957.2
33	Essential oils, perfumes	211.8	0.4	0.2	1442.8
15	Animal, vegetable fats and oils	210.4	-	-	903.7
63	Other made textile articles	209.3	0.9	0.4	4613.2
22	Beverages, spirits and vinegar	202.4	-	-	376.8
04	Dairy products, eggs, honey	197.9	-	-	481.9
19	Cereal, flour, starch, milk preparations	177.9	3.2	1.8	488.6

'-' indicates nil/ negligible

Source: Trade Map, ITC Geneva

Table 4.12: Costa Rica's Global Imports and India's Share, 2014

HS Code	Commodity	Costa Rica's Global Imports (US\$ mn)	Costa Rica's Imports from India (US\$ mn)	India's Share in Costa Rica's Global Imports (%)	India's Global Exports (US\$ mn)
	All products	17186.2	93.6	0.5	317544.6
87	Vehicles other than railway, tramway	1049.4	34.8	3.3	14482.0
30	Pharmaceutical products	630.0	11.7	1.9	11663.3
38	Miscellaneous chemical products	311.4	7.8	2.5	3164.4
84	Machinery and instruments	1433.6	5.7	0.4	13596.1
29	Organic chemicals	182.5	4.2	2.3	12035.1
85	Electrical and electronic equipment	2829.5	3.7	0.1	9002.3
39	Plastics and articles	1198.1	2.7	0.2	5398.3
48	Paper and paperboard	607.1	2.7	0.4	1116.0
40	Rubber and articles	219.0	2.7	1.2	2763.2
90	Optical, photo, technical apparatus	453.6	2.7	0.6	2334.6
61	Articles of apparel, accessories, knit or crochet	121.9	2.5	2.1	7482.5
54	Manmade filaments	47.0	1.4	3.0	2505.4
72	Iron and steel	480.4	1.2	0.3	9080.6
64	Footwear, gaiters parts	146.6	1.0	0.7	2990.7
63	Other made textile articles, sets, worn clothing etc	59.7	1.0	1.7	4613.2
59	Impregnated, coated or laminated textile fabric	21.5	1.0	4.6	393.9
73	Articles of iron or steel	440.5	0.6	0.1	7518.7
32	Tanning, dyeing extracts	96.9	0.6	0.6	2907.1
33	Essential oils, perfumes	208.5	0.5	0.2	1442.8
42	Articles of leather	40.1	0.4	1.1	2548.2

Source: Trade Map, ITC Geneva

Potential exports of from India to Costa Rica, identified at 2-digit HS code classification are as follows:

- Vehicles other than railway, tramway (HS-87)
- Pharmaceutical products (HS-30)
- Machinery and instruments (HS-84)
- Organic chemicals (HS-29)
- Electrical and electronic equipment (HS-85)
- Articles of apparel, accessories, knit or crochet (HS-61)
- Iron and steel (HS-72)

Based on the above analysis, potential items of export to Costa Rica, under select identified categories, upto 6-digit HS code classification have been presented in **Annexure 11**.

Panama- Potential Items of India's Exports

In 2014, the primary sources of Panama's imports were USA (25 percent of Panama's global imports), China (8.1 percent), Mexico (4.2 percent), Costa Rica (3.6 percent), and South Korea (3.4 percent).

During 2014, India's share in Panama's global imports was seen at 2 percent (**Table 4.13**). To enhance bilateral trade further, one strategy could be to increase India's exports to Panama. Potential exports to Panama, based on the import demand as well as India's comparative advantage at 2-digit HS Code have been identified as follows:

- Machinery and instruments (HS-84)
- Vehicles other than railway, tramway (HS-87)

- Electrical and electronic equipment (HS-85)
- Articles of iron or steel (HS-73)
- Iron and steel (HS-72)
- Pharmaceutical products (HS-30)
- Cereals (HS-10)

An analysis of potential items upto 6-digits HS code classification is given in **Annexure 12**.

Paraguay- Potential Items of India's Exports

In 2014, Brazil, China, Argentina, USA, and Germany together constituted 77.9 percent of Paraguay's global imports.

As can be seen from **Table 4.14**, India's share in Paraguay's global imports was low at 0.8 percent. India had a respectable share only in Paraguay's global imports of tobacco and manufactured tobacco substitutes. India's share in Paraguay's global imports of other commodities is low. Accordingly potential items have been identified at 2-digit HS code classification as follows:

- Mineral fuels, oils, distillation products, etc (HS-27)
- Electrical and electronic equipment (HS-85)
- Machinery and instruments (HS-84)
- Vehicles other than railway, tramway (HS-87)
- Iron and steel (HS-72)
- Pharmaceutical products (HS-30)
- Organic chemicals (HS-29)
- Articles of iron or steel (HS-73)

Table 4.13: Panama's Global Imports and India's Share, 2014

HS Code	Commodity	Costa Rica's Global Imports (US\$ mn)	Costa Rica's Imports from India (US\$ mn)	India's Share in Costa Rica's Global Imports (%)	India's Global Exports (US\$ mn)
	All products	13705.3	270.2	2.0	317544.6
27	Mineral fuels, oils, distillation products, etc	2803.0	-	-	62348.5
84	Machinery and instruments	1587.4	10.4	0.7	13596.1
87	Vehicles other than railway, tramway	1191.6	47.0	3.9	14482.0
85	Electrical and electronic equipment	984.4	6.3	0.6	9002.3
73	Articles of iron or steel	708.7	3.0	0.4	7518.7
39	Plastics and articles	434.0	6.6	1.5	5398.3
72	Iron and steel	399.5	1.8	0.4	9080.6
30	Pharmaceutical products	345.4	9.0	2.6	11663.3
62	Articles of apparel, accessories, not knit or crochet	328.5	22.1	6.7	9055.7
94	Furniture, lighting	274.8	5.3	1.9	1204.4
64	Footwear, gaiters and the like, parts thereof	224.0	2.6	1.2	2990.7
90	Optical, photo, technical apparatus	205.9	1.0	0.5	2334.6
48	Paper and paperboard	198.6	3.1	1.6	1116.0
38	Miscellaneous chemical products	197.0	0.5	0.3	3164.4
21	Miscellaneous edible preparations	189.8	-	-	581.8
23	Residues, wastes of food industry	188.6	-	-	2042.8
22	Beverages, spirits and vinegar	186.1	-	-	376.8
19	Cereal, flour, starch, milk preparations	177.6	0.1	-	488.6
10	Cereals	174.8	-	-	10059.3

'-' indicates nil/ negligible

Source: Trade Map, ITC Geneva

Table 4.14: Paraguay's Global Imports and India's Share, 2014

HS Code	Commodity	Paraguay's Global Imports (US\$ mn)	Paraguay's Imports from India (US\$ mn)	India's Share in Paraguay's Global Imports (%)	India's Global Exports (US\$ mn)
	All products	12168.6	99.5	0.8	317544.6
27	Mineral fuels, oils, distillation products, etc	1875.5	1.4	0.1	62348.5
85	Electrical and electronic equipment	1624.9	3.1	0.2	9002.3
84	Machinery and instruments	1549.5	3.2	0.2	13596.1
87	Vehicles other than railway, tramway	1213.5	26.8	2.2	14482.0
31	Fertilizers	561.0	-	-	77.6
39	Plastics and articles	393.4	11.1	2.8	5398.3
38	Miscellaneous chemical products	383.4	2.8	0.7	3164.4
95	Toys, games, sports requisites	340.2	0.1	-	293.5
72	Iron and steel	339.4	11.1	3.3	9080.6
40	Rubber and articles	245.6	1.1	0.5	2763.2
33	Essential oils, perfumes	223.3	3.2	1.4	1442.8
48	Paper and paperboard	223.1	-	-	1116.0
22	Beverages, spirits and vinegar	217.2	-	-	376.8
24	Tobacco and manufactured tobacco substitutes	193.4	12.8	6.6	957.2
30	Pharmaceutical products	191.3	7.0	3.6	11663.3
29	Organic chemicals	177.1	4.7	2.7	12035.1
73	Articles of iron or steel	147.6	0.7	0.5	7518.7
21	Miscellaneous edible preparations	124.1	-	-	581.8
90	Optical, photo, technical apparatus	122.2	0.3	0.3	2334.6
64	Footwear, gaiters and parts	117.0	-	-	2990.7

'-' indicates nil/ negligible

Source: Trade Map, ITC Geneva

An analysis of potential items upto 6-digits HS code classification is given in **Annexure 13**.

Uruguay- Potential Items of India's Exports

In 2014, 62.3 percent of Uruguay's imports were sourced from China, Brazil, Argentina, USA and Nigeria. During the same year, India's share was seen at 2 percent (**Table 4.15**).

Table 4.15: Uruguay's Global Imports and India's Share, 2014

HS Code	Commodity	Uruguay's Global Imports (US\$ mn)	Uruguay's Imports from India (US\$ mn)	India's Share in Uruguay's Global Imports (%)	India's Global Exports (US\$ mn)
	All products	10762.3	217.5	2.0	317544.6
27	Mineral fuels, oils, distillation products, etc	1752.3	1.0	0.1	62348.5
85	Electrical and electronic equipment	1283.6	54.2	4.2	9002.3
84	Machinery and instruments	1241.4	4.9	0.4	13596.1
87	Vehicles other than railway, tramway	1084.8	52.7	4.9	14482.0
39	Plastics and articles	520.8	22.8	4.4	5398.3
38	Miscellaneous chemical products	333.3	23.9	7.2	3164.4
31	Fertilizers	279.7	-	-	77.6
30	Pharmaceutical products	236.9	3.4	1.4	11663.3
29	Organic chemicals	196.5	9.3	4.7	12035.1
73	Articles of iron or steel	179.9	2.6	1.4	7518.7
40	Rubber and articles	176.3	4.1	2.3	2763.2
94	Furniture, lighting	174.9	0.6	0.4	1204.4
90	Optical, photo, technical apparatus	161.0	0.9	0.6	2334.6
48	Paper and paperboard	153.9	-	-	1116.0
72	Iron and steel	148.2	2.6	1.7	9080.6
61	Articles of apparel, accessories, knit or crochet	133.3	1.7	1.2	7482.5
23	Residues, wastes of food industry	132.2	-	-	2042.8
64	Footwear, gaiters parts	114.5	0.6	0.6	2990.7
15	Animal, vegetable fats and oils	113.2	0.1	0.1	903.7
62	Articles of apparel, accessories, not knit or crochet	113.0	7.6	6.7	9055.7

'-' indicates nil/ negligible

Source: Trade Map, ITC Geneva

Table 4.16: El Salvador's Global Imports and India's Share, 2014

HS Code	Commodity	Uruguay's Global Imports (US\$ mn)	Uruguay's Imports from India (US\$ mn)	India's Share in Uruguay's Global Imports (%)	India's Global Exports (US\$ mn)
	All products	10512.9	60.4	0.6	317544.6
27	Mineral fuels, oils, distillation products, etc	1830.7	-	-	62348.5
85	Electrical, electronic equipment	702.7	2.0	0.3	9002.3
84	Machinery and instruments	669.9	1.4	0.2	13596.1
39	Plastics and articles	654.0	5.0	0.8	5398.3
60	Knitted or crocheted fabric	377.7	3.7	1.0	259.0
87	Vehicles other than railway, tramway	376.9	9.9	2.6	14482.0
52	Cotton	328.4	0.6	0.2	8883.9
30	Pharmaceutical products	305.8	7.8	2.6	11663.3
48	Paper and paperboard	279.1	0.2	0.1	1116.0
72	Iron and steel	277.7	6.2	2.2	9080.6
61	Articles of apparel, accessories, knit or crochet	266.2	3.2	1.2	7482.5
10	Cereals	233.1	-	-	10059.3
21	Miscellaneous edible preparations	226.8	-	-	581.8
54	Manmade filaments	198.1	2.9	1.5	2505.4
33	Essential oils, perfumes	170.0	-	-	1442.8
15	Animal, vegetable fats and oils	169.2	-	-	903.7
04	Dairy products, eggs, honey	167.8	-	-	481.9
23	Residues, wastes of food industry	163.9	-	-	2042.8
55	Manmade staple fibres	161.7	4.7	2.9	2181.6
73	Articles of iron or steel	150.3	0.6	0.4	7518.7

'-' indicates nil/ negligible

Source: Trade Map, ITC Geneva

Accordingly, potential exports from India have been identified at 2 digit HS code classification as follows:

- Mineral fuels, oils, distillation products, etc (HS-27)
- Electrical and electronic equipment (HS-85)
- Vehicles other than railway, tramway (HS-87)
- Plastics and articles (HS-39)
- Pharmaceutical products (HS-30)
- Organic chemicals (HS-29)
- Articles of iron or steel (HS-73)
- Iron and steel (HS-72)

Potential items of export to Uruguay, under select identified categories, upto 6-digit HS code classification have been presented in **Annexure 14**.

EI Salvador- Potential Items of India's Exports

In 2014, USA, Guatemala, China, Mexico and Honduras together accounted for 70.1 percent of EI Salvador's global imports.

As can be seen from **Table 4.16**, India's share in EI Salvador's global imports of key commodities is low. Therefore, potential exports from India to EI Salvador at 2-digit HS code classification can be identified as:

- Electrical and electronic equipment (HS-85)
- Machinery and instruments (HS-84)
- Vehicles other than railway, tramway (HS-87)
- Cotton (HS-52)
- Pharmaceutical products (HS-30)
- Iron and steel (HS-72)
- Articles of apparel, accessories, knit or crochet (HS-61)
- Cereals (HS-10)
- Articles of iron or steel (HS-73)

Annexure 15 presents an analysis upto 6-digit HS code classification of the potential items of exports identified above.

5. INDIA'S INITIATIVES TO ENHANCE BILATERAL TRADE RELATIONS WITH LAC

With a view to facilitate and further enhance bilateral trade and commercial relations with countries in the LAC region, India has put in place important policy measures as also institutional frameworks to create an enabling trade and business environment. Major policy initiatives and institutional frameworks include, among others, Focus LAC Programme, IBSA Initiative, India-LAC Partnership Conclaves, PTA with MERCOSUR and Chile, etc. India has recently also been granted 'Observer' status in the emerging grouping, the New Pacific Alliance. Briefs of such major initiatives are highlighted below:

"Focus LAC" Programme

Considering the potential of the market in the Latin American region, an integrated programme, viz. "Focus LAC" was launched in November 1997 by the Ministry of Commerce and Industry, Government of India (GOI), which aims to encourage the Indian private sector, as well as state entities, to develop stronger trade and investment linkages with Latin America and the Caribbean, and at the same time focus on enhancing India's exports of textiles, engineering products, computer software, chemicals and pharmaceuticals to the region. The Programme has been reviewed from time to time and extended up to March 2019. This programme aims at:

- Sensitizing the organizations viz. Export Promotion Councils, Chambers of Commerce

and Industry, Exim Bank, ECGC etc. involved in trade promotion efforts

- Granting various incentives to Indian exporters and launching of export promotion measures
- Focussing on the Latin American region, with added emphasis on major trading partners of the region
- Focussing on the following major product groups for enhancing India's exports to the Latin American region:
 - Textiles including ready-made garments, carpets and handicrafts
 - Engineering products and computer software
 - Chemical products including drugs/ pharmaceuticals

Components of "Focus LAC" Programme - The Focus LAC programme can be broadly categorized as under:

- Institutional mechanism
- Improved market access
- Economic infrastructure facilities

Joint Commissions/Committees

The following Joint Commissions/Committees exist with countries of the Latin American region:

- Indo-Argentine Joint Commission
- Indo-Argentine Joint Trade Committee
- Indo-Mexican Joint Commission
- Indo-Brazilian Commercial Council
- Indo-Cuban Joint Commission
- Indo-Cuban Trade Revival Committee
- Indo-Suriname Joint Commission
- Indo-Guyana Joint Commission
- Indo-Venezuela Joint Commission
- Indo- Trinidad Joint Commission
- India- Brazil Trade Monitoring Mechanism

In order to have increased frequency of interaction with important trading partners in the LAC region, the meetings of the Joint Commissions are held on a regular basis. Further, efforts have been made to set up consultative machineries with the other major countries in the region with a view to enhancing two-way trade.

IBSA Initiative

The first meeting of the India – Brazil – South Africa (IBSA) Trilateral Commission of the foreign ministers of India, Brazil and South Africa took place in March 2004 in New Delhi. The trilateral commission was an outcome of the IBSA Dialogue Forum, which was formed amongst the three countries during the visit of the Indian Foreign Minister to Brazil during June 2003.

IBSA co-operates on three fronts, as a forum seeking reforms in global institutions of political and economic governance; trilateral collaboration

through Working Groups and People-to-People Forums for the common benefit of the three countries; and assisting other developing countries by taking up projects through the IBSA Fund.

An important outcome of the Trilateral Commission meeting was the decision to hold regular meetings of the foreign ministers of the three countries. Another important outcome was the formation of a Trilateral Joint Commission, which, is co-chaired by the foreign ministers. The three foreign ministers signed the “New Delhi Agenda for Co-operation and Plan of Action”, which aims to boost bilateral trade and promote South-South co-operation. The Plan of Action envisages, among others, co-operation in fields like health, Information Technology (IT), civil aviation, defence, and the three countries have agreed to reinforce the economic strength of each other by synergising their complementarities in areas of industry, services, business and technologies. As per the Plan of Action, a trilateral co-operation agreement on air services would be considered and finalized, particularly in the areas of identification of routes for increased frequency of air links and possibilities for commercial agreements between airline companies.

Three Agreements and 17 Memorandum of Understanding) (MoU) have been signed for pursuing sectoral co-operation among IBSA countries. The 6th IBSA Summit was held in New Delhi during June 2013, which commemorated the 10th anniversary of establishment of IBSA.

Preferential Trade Agreement (PTA) with MERCOSUR

A Framework Agreement was signed between India and MERCOSUR (a trading block of Argentina, Brazil, Paraguay, Venezuela and Uruguay) on June 17, 2003 at Asunción, Paraguay. The aim of this Framework Agreement is to create conditions and mechanisms for negotiations by granting

reciprocal tariff preferences in the first stage and to negotiate a free trade area between the two parties in conformity with the rules of the World Trade Organisation in the second stage.

As a follow up to the Framework Agreement, PTA was signed in New Delhi on January 25, 2004. The aim of this PTA is to expand and strengthen the existing relations between MERCOSUR and India and promote the expansion of trade by granting reciprocal fixed tariff preferences with the ultimate objective of creating a free trade area between the parties. The PTA came into effect on June 01, 2009. Implementation of the India-MERCOSUR Agreement was notified by WTO on February 24, 2010. Efforts are underway to broaden and deepen the PTA and to link it, under IBSA to SACU as well.

Preferential Trade Agreement (PTA) with Chile

A Framework Agreement to promote economic co-operation between India and Chile was signed on January 20, 2005. The Framework Agreement envisaged a Preferential Trade Agreement (PTA) between the two countries as a first step. The Framework Agreement also provides for a Joint Study Group to go into the issues relating to a Free Trade Agreement between the two sides.

The PTA has two Annexes relating to the list of products on which the two sides have agreed to give fixed tariff preferences to each other and three Annexes relating to the Rules of Origin, Preferential Safeguard Measures and Dispute Settlement Procedures. While India has offered to provide fixed tariff preferences ranging from 10 percent to 50 percent on 178 tariff lines at the 8-digit level to Chile, the latter has offered India a similar range of tariff preferences on 296 tariff lines at the 8-digit level. India- Chile PTA came into

force on August 2007 in Chile and on September 2007 in India. Chile is the only country in the LAC region that has a PTA with India.

In January 2010, both countries agreed to deepen the PTA with a view to a much broader agreement. A second meeting to deepen the agreement took place in New Delhi during August 2010. The third meeting was held in Santiago in July 2011. The fourth meeting took place in February 2012, in New Delhi. Negotiations for the deepening of the PTA concluded in October 2014, in New Delhi.

Measures by ITPO

A cell in the India Trade Promotion Organisation (ITPO) has been created to act as a Centre for Trade Development with the Latin American region. The role of the cell in the ITPO is to-

- Deal exclusively with export promotion and development matters pertaining to the LAC region;
- Organize fairs/exhibitions as a tool of market development,
- Organize Buyer-Seller Meets (BSMs).

India-LAC Partnership Conclaves

FICCI/ASSOCHAM have increased interaction with their counterparts in the LAC region, and hold meetings of the Joint Business Councils (JBCs) at regular intervals. CII also has regular interaction with their counterparts in the LAC region with whom they have signed MoUs. Simultaneously, seminars and conferences are being organized within India to create awareness about business opportunities in the LAC region.

Foreign Trade Policy 2015-2020

Latin America has been identified as one of the Emerging and Focus Market regions in the Foreign Trade Policy (FTP) 2015-2020. Under the FTP, plans for greater engagement with the region envisage:

- Efforts to diversify India's exports to the region in the future
- Expansion of India-MERCOSUR PTA
- Strengthening trade and investment linkages with the Pacific Alliance
- Conclusion of the expansion of the India-Chile PTA
- Initiation of a Joint Study on a proposed India-Peru FTA
- Exploring the potential for large-scale farming by Indian companies/individuals with a view to augmenting India's food security programme as well as playing a greater role in global agriculture trade
- Encouraging project exports in the LAC region through easy access to credit facilities
- Intensifying trade promotion programme to encourage and support Indian exporters to export to Latin American countries
- Extending help in setting up warehousing facilities in Latin America to make Indian exports more competitive by overcoming distance and time constraints
- Continuing to explore possibilities for new regional trading arrangements in Central America and Caribbean Region

ANNEXURE 1: MEXICO- POTENTIAL ITEMS OF INDIA'S EXPORTS AS PER 6-DIGIT HS COMMODITY CODE

1) Electrical, electronic equipment (HS-85)

HS Code	Commodity	Mexico's Global Imports (US\$ mn)	Mexico's Imports from India (US\$ mn)	India's share in Mexico's Global Imports (%)	India's Global Exports (US\$ mn)
851712	Telephones for cellular networks mobile telephones or for other wireless	6132.8	-	-	561.6
853890	Parts for use with the apparatus of heading no. 85.35,85.36 or 85.37, nes	3224.8	6.6	0.2	337.1
853690	Electrical app for switching/protecting electrical circuits, not exceeding 1,000 V	3130.5	2.6	0.1	201.5
851770	Parts of telephone sets, telephones for cellular networks or for other	3102.4	0.8	-	501.9
850440	Static converters	1819.1	8.5	0.5	453.3
853710	Boards, panels, including numerical control panels, for a voltage <=1000 V	1412.0	-	-	321.7
850300	Parts of electric motors, generators, generating sets & rotary converters	954.9	6.4	0.7	248.2
850490	Parts of electrical transformers, static converters and inductors	430.9	2.7	0.6	171.4
854460	Electric conductors, for a voltage exceeding 1,000 V	96.7	-	-	259.9
853810	Boards, panels, etc for goods of heading no. 85.37, not equipped w their app	93.6	0.6	0.6	213.1

2) Machinery and instruments (HS-84)

HS Code	Commodity	Mexico's Global Imports (US\$ mn)	Mexico's Imports from India (US\$ mn)	India's share in Mexico's Global Imports (%)	India's Global Exports (US\$ mn)
847330	Parts& accessories of automatic data processing machines &units thereof	5525.5	1.4	-	115.9
840820	Engines, diesel, for the vehicles of Chapter 87	4240.5	-	-	134.9
840991	Parts for spark-ignition type engines	2705.7	1.5	0.1	283.3
840734	Engines, spark-ignition reciprocating displacing more than 1000 cc	1837.1	0.1	-	166.0
847989	Machines & mechanical appliances having individual functions	1751.4	2.6	0.1	344.1
848180	Taps, cocks, valves and similar appliances	1376.3	7.5	0.5	717.7
841480	Air or gas compressors, hoods	1147.7	-	-	327.2
842139	Filtering or purifying machinery and apparatus for gases	1090.3	0.8	0.1	104.6
840999	Parts for diesel and semi-diesel engines	1033.2	5.7	0.6	584.9
848190	Parts of taps, cocks, valves or similar appliances	1004.6	2.2	0.2	337.4
841490	Parts of vacuum pumps, compressors, fans, blowers, hoods	966.9	1.3	0.1	248.5
848310	Transmission shafts and cranks, including cam shafts and crank shafts	823.7	0.2	-	255.7
841330	Fuel, lubricating or cooling medium pumps for internal comb piston engines	753.8	1.2	0.2	124.6
848340	Gears& gearing, ball screws, gear boxes, speed changers/ torque converters	585.9	0.8	0.1	155.0
841391	Parts of pumps for liquid whether or not fitted with a measuring device	523.5	1.3	0.2	290.9
848390	Parts of power transmission equipment/other goods used to transmit power	385.1	0.4	0.1	124.1
847990	Parts of machines& mechanical appliances having individual functions	378.0	0.9	0.2	138.2
842952	Shovels and excavators with a 360 revolving superstructure	328.9	1.9	0.6	145.8
843143	Parts of boring or sinking machinery, whether or not self-propelled	311.8	0.4	0.1	170.4
841989	Machinery, plant/laboratory equip f treat of mat by change of temp	264.4	0.9	0.3	145.9
841370	Centrifugal pumps	249.8	0.9	0.3	201.5
843149	Parts of cranes, work-trucks, shovels, and other construction machinery	238.8	0.1	-	332.0
842199	Parts for filtering or purifying machinery & apparatus for liquids or gases	215.0	0.2	0.1	109.4
840890	Engines, diesel	212.8	1.7	0.8	311.9
848299	Bearing parts	198.9	1.4	0.7	127.3
841950	Heat exchange units, non-domestic, non-electric	193.8	2.2	1.1	144.9
848220	Bearings, tapered roller, including cone and tapered roller assemblies	184.5	3.5	1.9	130.2
847490	Pts of sorting/screening/mixing/crushing/grinding/washing/	162.8	0.6	0.4	147.2
842959	Self-propelled excavating machinery	160.1	2.9	1.8	109.8
848790	Parts of machinery, not intended for a specific purpose,	153.8	1.4	0.9	104.9

3) Vehicles other than railway, tramway (HS-87)

HS Code	Commodity	Mexico's Global Imports (US\$ mn)	Mexico's Imports from India (US\$ mn)	India's share in Mexico's Global Imports (%)	India's Global Exports (US\$ mn)
870899	Motor vehicle parts	2971.1	71.2	2.4	2696.1
870850	Drive axles with differential for motor vehicles	2295.8	2.6	0.1	184.6
870830	Brakes and servo-brakes and their parts, for tractors, motor vehicles	1822.5	8.2	0.4	156.6
870421	Diesel powered trucks with a GVW not exceeding five tonnes	167.1	-	-	271.1
871410	Parts and accessories of motorcycles, incl. mopeds	165.4	0.6	0.4	116.2
870422	Diesel powered trucks w a GVW exceeding five tonnes but not exceeding twenty tonnes	150.6	-	-	218.7
870210	Diesel powered buses with a seating capacity of > nine persons	124.4	-	-	259.5
870600	Chassis fitted w engines for the vehicles of heading	110.8	0.1	0.1	314.8

4) Mineral fuels, oils, distillation products, etc (HS-27)

HS Code	Commodity	Mexico's Global Imports (US\$ mn)	Mexico's Imports from India (US\$ mn)	India's share in Mexico's Global Imports (%)	India's Global Exports (US\$ mn)
271012	Light petroleum oils and preparations	16311.8	-	-	19742.8
271019	Other petroleum oils and preparations	8039.6	-	-	40682.2
271119	Petroleum gases and other gaseous hydrocarbons liquefied	403.6	-	-	252.7

5) Plastics and articles (HS-39)

HS Code	Commodity	Mexico's Global Imports (US\$ mn)	Mexico's Imports from India (US\$ mn)	India's share in Mexico's Global Imports (%)	India's Global Exports (US\$ mn)
392020	Film and sheet etc, non-cellular etc, of polymers of propylene	296.9	10.0	3.4	274.9
390210	Polypropylene	911.9	7.1	0.8	1209.5
392690	Articles of plastics or of other materials of Nos 39.01 to 39.14	3753.7	4.8	0.1	506.5
392062	Film and sheet etc, non-cellular etc, of polyethylene terephthalates	140.4	4.7	3.3	247.1
392190	Film and sheet etc, of plastics	638.2	2.1	0.3	152.6
392329	Sacks and bags (including cones) of plastics	234.2	1.3	0.5	167.5

6) Organic chemicals (HS-29)

HS Code	Commodity	Mexico's Global Imports (US\$ mn)	Mexico's Imports from India (US\$ mn)	India's share in Mexico's Global Imports (%)	India's Global Exports (US\$ mn)
293499	Nucleic acids and their salts, whether or not chemically defined	1336.1	16.5	1.2	382.0
293339	Heterocyclic compounds containing an unfused pyridine ring in the structure	201.2	6.1	3.1	323.9
290124	Buta-1, 3-diene and isoprene	197.1	2.8	1.4	104.1
293359	Heterocycl compds containing pyrimidin ring/piperazine ring, nes; nucleic acid	73.8	1.1	1.5	179.9

7) Iron and steel (HS-72)

HS Code	Commodity	Mexico's Global Imports (US\$ mn)	Mexico's Imports from India (US\$ mn)	India's share in Mexico's Global Imports (%)	India's Global Exports (US\$ mn)
721049	Flat rolled product, plated or coated with zinc, >=600mm wide	903.5	-	-	993.3
720851	Hot roll iron/steel, not coil >600mm x >10mm	426.8	-	-	276.4
720917	Cold rolled iron/steel, coils >600mm x 0.5-1mm	216.5	3.1	1.4	125.2
720839	Hot roll iron/steel coil >600mm x <3mm	211.6	-	-	303.7
720838	Hot roll iron/steel coil >600mm x 3-4.75mm	173.1	-	-	124.3
720837	Hot roll iron/steel coil >600mm x 4.75-10mm	154.9	-	-	112.5
720110	Pig iron, non-alloy, containing by weight <=0.5% phosphorus in primary form	140.8	-	-	313.7
721070	Flat rolled product, painted, varnished or plastic coated, >=600mm wide	104.8	-	-	319.8

8) Articles of iron or steel (HS-73)

HS Code	Commodity	Mexico's Global Imports (US\$ mn)	Mexico's Imports from India (US\$ mn)	India's share in Mexico's Global Imports (%)	India's Global Exports (US\$ mn)
732690	Articles, iron or steel	2349.3	2.7	0.1	454.7
731815	Bolts o screws with o without their nuts o washers, iron o steel	1309.1	-	-	325.6
731816	Nuts, iron or steel,	418.7	0.6	0.1	473.5
730630	Tubes, pipe & hollow profiles, iron or welded, of circ cross sect	296.7	0.2	0.1	183.9
730890	Structures& parts of structures,i/s (ex prefab buildings of heading no.9406)	204.9	4.0	1.9	418.0
731210	Stranded wire, ropes&cables of iron or steel, not electrically insulated	123.3	0.2	0.2	101.8
732393	Table, kitchen or other household art& parts thereof, stainless steel	86.7	2.7	3.1	359.4
730791	Flanges, iron or steel	76.9	0.3	0.4	187.7
731100	Containers for compressed or liquefied gas of iron or steel	60.8	1.0	1.7	101.6

9) Pharmaceutical products (HS-30)

HS Code	Commodity	Mexico's Global Imports (US\$ mn)	Mexico's Imports from India (US\$ mn)	India's share in Mexico's Global Imports (%)	India's Global Exports (US\$ mn)
300490	Medicaments in dosage	2309.8	12.1	0.5	8288.9
300210	Antisera and other blood fractions	763.0	-	-	47.8
300220	Vaccines, human use	441.9	3.2	0.7	578.0
300390	Medicaments formulated, in bulk	137.9	2.6	1.9	264.7
300420	Antibiotics in dosage	103.6	1.9	1.8	911.6
300450	Vitamins and their derivatives, in dosage	96.3	-	-	251.3
300431	Insulin, in dosage	74.8	1.2	1.6	108.4
300410	Penicillins or streptomycins and their derivatives, in dosage	22.1	0.4	2.0	608.7

10) Meat and edible meat offal (HS-02)

HS Code	Commodity	Mexico's Global Imports (US\$ mn)	Mexico's Imports from India (US\$ mn)	India's share in Mexico's Global Imports (%)	India's Global Exports (US\$ mn)
020130	Bovine cuts boneless, fresh or chilled	884.9	-	-	81.0
020629	Bovine edible offal, frozen nes	173.1	-	-	119.3
020230	Bovine cuts boneless, frozen	37.4	-	-	4719.0

11) Cereals (HS-10)

HS Code	Commodity	Mexico's Global Imports (US\$ mn)	Mexico's Imports from India (US\$ mn)	India's share in Mexico's Global Imports (%)	India's Global Exports (US\$ mn)
100590	Maize (corn)	2349.7	-	-	808.5
100199	Wheat and meslin (excl. seed for sowing, and durum wheat)	1334.6	-	-	1014.3
100630	Rice, semi-milled or wholly milled, whether or not polished or glazed	157.7	-	-	7537.7
100390	Barley (excl. seed for sowing)	32.2	-	-	122.4

ANNEXURE 2: BRAZIL- POTENTIAL ITEMS OF INDIA'S EXPORTS AS PER 6-DIGIT HS COMMODITY CODE

1) Machinery and instruments (HS-84)

HS Code	Commodity	Brazil's Global Imports (US\$ mn)	Brazil's Imports from India (US\$ mn)	India's share in Brazil's Global Imports (%)	India's Global Exports (US\$ mn)
847330	Parts& accessories of automatic data processing machines& units thereof	2093.5	0.3	-	115.9
847989	Machines & mechanical appliances having individual functions	842.8	4.5	0.5	344.1
848180	Taps, cocks, valves and similar appliances	710.2	8.7	1.2	717.7
840999	Parts for diesel and semi-diesel engines	707.6	12.6	1.8	584.9
848340	Gears& gearing, ball screws, gear boxes, speed changers/torque converters	706.2	4.7	0.7	155.0
840991	Parts for spark-ignition type engines	702.7	7.0	1.0	283.3
840820	Engines, diesel, for the vehicles of Chapter 87	673.7	5.4	0.8	134.9
843149	Parts of cranes, work-trucks, shovels, and other construction machinery	606.8	15.5	2.6	332.0
840734	Engines, spark-ignition reciprocating displacing more than 1000 cc	472.4	-	-	166.0
848310	Transmission shafts and cranks, including cam shafts and crank shafts	406.2	9.7	2.4	255.7
841480	Air or gas compressors, hoods	366.4	13.5	3.7	327.2
841330	Fuel, lubricating or cooling medium pumps for internal comb piston engines	263.0	9.5	3.6	124.6
848190	Parts of taps, cocks, valves or similar appliances	258.0	2.6	1.0	337.4
842199	Parts for filtering or purifying machinery & apparatus for liquids or gases	239.7	1.5	0.6	109.4
848390	Parts of power transmission equipment/other goods used to transmit power	231.9	1.1	0.5	124.1
841370	Centrifugal pumps	200.8	3.1	1.5	201.5
842139	Filtering or purifying machinery and apparatus for gases	190.2	0.4	0.2	104.6
842952	Shovels and excavators with a 360 revolving superstructure	185.5	-	-	145.8
847990	Parts of machines& mechanical appliances having individual functions	181.2	1.0	0.6	138.2
841490	Parts of vacuum pumps, compressors, fans, blowers, hoods	177.1	1.5	0.9	248.5
841989	Machinery, plant/laboratory equip f treat of mat by change of temp	164.7	0.8	0.5	145.9
841950	Heat exchange units, non-domestic, non-electric	152.8	1.5	1.0	144.9
848220	Bearings, tapered roller, including cone and tapered roller assemblies	149.0	5.5	3.7	130.2
848299	Bearing parts	129.8	2.5	2.0	127.3
843143	Parts of boring or sinking machinery, whether or not self-propelled	119.8	0.2	0.2	170.4

2) Electrical, electronic equipment (HS-85)

HS Code	Commodity	Brazil's Global Imports (US\$ mn)	Brazil's Imports from India (US\$ mn)	India's share in Brazil's Global Imports (%)	India's Global Exports (US\$ mn)
851770	Parts of telephone sets, telephones for cellular networks or for other	3513.9	1.5	-	501.9
852990	Parts suitable f use solely/princ w the app of headings 85.25 to 85.28	3064.9	-	-	133.6
851762	Machines for the reception, conversion and transmission or regeneration	1356.3	0.4	-	135.9
850440	Static converters	624.0	-	-	453.3
851712	Telephones for cellular networks mobile telephones or for other wireless	622.6	-	-	561.6
853690	Electrical app for switching/protecting electrical circuits, not exceeding 1,000 V	574.9	0.4	-	201.5
853400	Printed circuits	517.4	0.2	-	151.5
850300	Parts of electric motors, generators, generating sets & rotary converters	443.6	8.3	-	248.2
853710	Boards, panels, including numerical control panels, for a voltage <=1000 V	373.3	8.6	-	321.7
853890	Parts for use with the apparatus of heading no. 85.35,85.36 or 85.37, nes	322.1	5.4	-	337.1
853650	Electrical switches for a voltage not exceeding 1,000 volts=	311.5	0.6	-	114.4
854430	Ignition wiring sets & other wiring sets used in vehicles, aircraft etc	276.8	2.0	-	162.0
850110	Electric motors of an output not exceeding 37.5 W	249.4	3.3	-	148.5
854140	Photosensitive semi conductor device, photovoltaic cells& light emit diodes	141.4	-	-	174.7
853620	Automatic circuit breakers for a voltage not exceeding 1,000 volts	121.0	2.8	-	108.3
853720	Boards, panels, including numerical control panels, for a voltage > 1,000 V	120.8	-	-	104.2

3) Vehicles other than railway, tramway (HS-87)

HS Code	Commodity	Brazil's Global Imports (US\$ mn)	Brazil's Imports from India (US\$ mn)	India's share in Brazil's Global Imports (%)	India's Global Exports (US\$ mn)
870323	Automobiles w reciprocating piston engine displacing > 1500 cc to 3000 cc	4581.2	-	-	835.5
870421	Diesel powered trucks with a GVW not exceeding five tonnes	2384.3	-	-	271.1
870840	Transmissions for motor vehicles	2000.3	58.0	2.9	331.2
870321	Automobiles w reciprocating piston engine displacing not more than 1000 cc	1226.1	-	-	1199.8
870850	Drive axles with differential for motor vehicles	725.0	3.0	0.4	184.6
870322	Automobiles w reciprocating piston engine displacing > 1000 cc to 1500 cc	699.9	-	-	3236.8
871410	Parts and accessories of motorcycles, incl. mopeds	487.9	2.7	0.5	116.2
870830	Brakes and servo-brakes and their parts, for tractors, motor vehicles	436.8	2.4	0.5	156.6
870210	Diesel powered buses with a seating capacity of > nine persons	205.7	-	-	259.5
870190	Wheeled tractors	133.7	0.7	0.5	903.5

4) Organic chemicals (HS-29)

HS Code	Commodity	Brazil's Global Imports (US\$ mn)	Brazil's Imports from India (US\$ mn)	India's share in Brazil's Global Imports (%)	India's Global Exports (US\$ mn)
293339	Heterocyclic compounds containing an unfused pyridine ring in the structure	672.6	5.4	0.8	323.9
293190	Separate chemically defined organo-inorganic compounds (excl. organo-sulphur compounds and	619.6	1.8	0.3	110.5
293399	Heterocyclic compounds with nitrogen hetero-atom[s] only (excl. those	557.7	12.1	2.2	439.1
293499	Nucleic acids and their salts, whether or not chemically defined	328.4	6.4	1.9	382.0
292429	Cyclic amides and their derivatives salts thereof	236.5	1.4	0.6	109.5
290243	P-xylene	229.6	-	-	1027.8
293500	Sulphonamides in bulk	194.3	7.5	3.8	161.3
293359	Heterocycl compounds containing pyrimidin piperazine	169.3	3.3	2.0	179.9

5) Pharmaceutical products (HS-30)

HS Code	Commodity	Brazil's Global Imports (US\$ mn)	Brazil's Imports from India (US\$ mn)	India's share in Brazil's Global Imports (%)	India's Global Exports (US\$ mn)
300431	Insulin, in dosage	95.3	2.8	2.9	108.4
300450	Vitamins and their derivatives, in dosage	62.1	0.4	0.7	251.3

6) Articles of iron or steel (HS-73)

HS Code	Commodity	Brazil's Global Imports (US\$ mn)	Brazil's Imports from India (US\$ mn)	India's share in Brazil's Global Imports (%)	India's Global Exports (US\$ mn)
732690	Articles, iron or steel	470.4	1.9	0.4	454.7
731815	Bolts o screws with o without their nuts o washers, iron o steel	415.8	1.2	0.3	325.6
730890	Structures & parts of structures, (ex prefab buildings of heading no.9406)	298.4	2.9	1.0	418.0
731816	Nuts, iron or steel, nes	149.1	1.7	1.1	473.5
731210	Stranded wire, ropes & cables of iron or steel, not electrically insulated	135.9	1.5	1.1	101.8

7) Iron and steel (HS-72)

HS Code	Commodity	Brazil's Global Imports (US\$ mn)	Brazil's Imports from India (US\$ mn)	India's share in Brazil's Global Imports (%)	India's Global Exports (US\$ mn)
721049	Flat rolled product plated or coated with zinc, >=600mm wide	351.6	1.4	0.4	993.3
721061	Flat rolled coated alum-zinc alloy, w >600mm	252.0	0.2	0.1	146.1
720917	Cold rolled iron/steel, coils >600mm x 0.5-1mm	154.2	-	-	125.2
721070	Flat rolled product painted, varnished or plastic coated, >=600mm wide	130.9	4.8	3.7	319.8

8) Cereals (HS-10)

HS Code	Commodity	Brazil's Global Imports (US\$ mn)	Brazil's Imports from India (US\$ mn)	India's share in Brazil's Global Imports (%)	India's Global Exports (US\$ mn)
100199	Wheat and meslin (excl. seed for sowing, and durum wheat)	1812.3	-	-	1014.3
100630	Rice, semi-milled or wholly milled, whether or not polished or glazed	197.0	-	-	7537.7
100390	Barley (excl. seed for sowing)	126.3	-	-	122.4
100590	Maize (corn)	103.8	-	-	808.5

ANNEXURE 3: CHILE- POTENTIAL ITEMS OF INDIA'S EXPORTS AS PER 6-DIGIT HS COMMODITY CODE

1) Mineral fuels, oils, distillation products, etc (HS-27)

HS Code	Commodity	Chile's Global Imports (US\$ mn)	Chile's Imports from India (US\$ mn)	India's share in Chile's Global Imports (%)	India's Global Exports (US\$ mn)
271019	Other petroleum oils and preparations	5810.9	1.8	-	40682.2
271012	Light petroleum oils and preparations	461.5	-	-	19742.8
271119	Petroleum gases and other gaseous hydrocarbons liquefied	68.8	-	-	252.7

2) Machinery and instruments (HS-84)

HS Code	Commodity	Chile's Global Imports (US\$ mn)	Chile's Imports from India (US\$ mn)	India's share in Chile's Global Imports (%)	India's Global Exports (US\$ mn)
843149	Parts of cranes, work-trucks, shovels, and other construction machinery	234.5	-	-	332.0
848180	Taps, cocks, valves and similar appliances	220.9	2.1	1.0	717.7
847490	Pts of sorting/screening/mixing/crushing/grinding/ washing/agglomerating mach etc	173.0	0.2	0.1	147.2
842952	Shovels and excavators with a 360 revolving superstructure	169.3	0.5	0.3	145.8
840999	Parts for diesel and semi-diesel engines	117.8	0.2	0.2	584.9
848340	Gears & gearing, ball screws, gear boxes, speed changers/torque converters	111.8	-	-	155.0
847989	Machines & mechanical appliances having individual functions	102.3	0.1	0.1	344.1
841370	Centrifugal pumps	95.0	0.8	0.9	201.5

3) Vehicles other than railway, tramway (HS-87)

HS Code	Commodity	Chile's Global Imports (US\$ mn)	Chile's Imports from India (US\$ mn)	India's share in Chile's Global Imports (%)	India's Global Exports (US\$ mn)
870323	Automobiles w reciprocating piston engine displacing > 1500 cc to 3000 cc	1885.4	26.6	1.4	835.5
870421	Diesel powered trucks with a GVW not exceeding five tonnes	920.1	18.4	2.0	271.1
870899	Motor vehicle parts	508.4	5.9	1.2	2696.1
870210	Diesel powered buses with a seating capacity of > nine persons	390.2	0.7	0.2	259.5
870422	Diesel powered trucks w a GVW exceeding five tonnes but not exceeding twenty tonnes	230.1	-	-	218.7
870840	Tansmissions for motor vehicles	140.7	-	-	331.2

4) Electrical, electronic equipment (HS-85)

HS Code	Commodity	Chile's Global Imports (US\$ mn)	Chile's Imports from India (US\$ mn)	India's share in Chile's Global Imports (%)	India's Global Exports (US\$ mn)
851712	Telephones for cellular networks mobile telephones or for other wireless	1367.8	-	-	561.6
851762	Machines for the reception, conversion and transmission or regeneration	451.7	-	-	135.9
850440	Static converters	124.7	-	-	453.3
852871	Reception apparatus for television, whether or not incorporating radio	122.4	-	-	193.1
854140	Photosensitive semiconductor device, photovoltaic cells& light emit diodes	120.1	-	-	174.7
851770	Parts of telephone sets, telephones for cellular networks or for other	106.6	-	-	501.9

5) Plastics and articles (HS-39)

HS Code	Commodity	Chile's Global Imports (US\$ mn)	Chile's Imports from India (US\$ mn)	India's share in Chile's Global Imports (%)	India's Global Exports (US\$ mn)
392690	Articles of plastics or of other materials of Nos 39.01 to 39.14	175.3	4.7	2.7	506.5
392020	Film and sheet etc, non-cellular etc, of polymers of propylene	44.4	0.8	1.8	274.9
392410	Tableware and kitchenware of plastics	68.4	0.7	1.0	147.7

6) Articles of apparel, accessories, not knit or crochet (HS-62)

HS Code	Commodity	Chile's Global Imports (US\$ mn)	Chile's Imports from India (US\$ mn)	India's share in Chile's Global Imports (%)	India's Global Exports (US\$ mn)
620342	Mens/boys trousers and shorts, of cotton, not knitted	189.4	3.7	-	524.3
620640	Womens/girls blouses and shirts, of man-made fibres, not knitted	69.3	3.3	-	729.5
620520	Mens/boys shirts, of cotton, not knitted	82.6	3.3	-	942.5
620630	Womens/girls blouses and shirts, of cotton, not knitted	28.2	2.5	0.1	742.5
620920	Babies garments and clothing accessories of cotton, not knitted	23.1	2.3	0.1	193.5
620443	Womens/girls dresses, of synthetic fibres, not knitted	24.4	1.8	0.1	483.8

7) Iron and steel (HS-72)

HS Code	Commodity	Chile's Global Imports (US\$ mn)	Chile's Imports from India (US\$ mn)	India's share in Chile's Global Imports (%)	India's Global Exports (US\$ mn)
721049	Flat rolled product, plated or coated with zinc, >=600mm wide	107.7	1.5	1.4	993.3
720839	Hot roll iron/steel coil >600mm x <3mm	61.2	0.1	0.1	303.7
721070	Flat rolled product painted, varnished or plastic coated, >=600mm wide	59.7	0.5	0.9	319.8
720917	Cold rolled iron/steel, coils >600mm x 0.5-1mm	53.6	-	-	125.2

8) Pharmaceutical products (HS-30)

HS Code	Commodity	Chile's Global Imports (US\$ mn)	Chile's Imports from India (US\$ mn)	India's share in Chile's Global Imports (%)	India's Global Exports (US\$ mn)
300420	Antibiotics in dosage	61.6	1.5	2.5	911.6
300220	Vaccines, human use	47.8	0.9	1.8	578.0
300660	Contraceptive preparations based on hormones or spermicides	34.0	0.2	0.7	96.3
300590	Dressings & similar articles coated or packaged for medicinal use	15.5	0.1	0.6	45.7

9) Meat and edible meat offal (HS-02)

HS Code	Commodity	Chile's Global Imports (US\$ mn)	Chile's Imports from India (US\$ mn)	India's share in Chile's Global Imports (%)	India's Global Exports (US\$ mn)
020130	Bovine cuts boneless, fresh or chilled	819.5	-	-	81.0
020230	Bovine cuts boneless, frozen	53.9	-	-	4719.0

ANNEXURE 4: ARGENTINA- POTENTIAL ITEMS OF INDIA'S EXPORTS AS PER 6-DIGIT HS COMMODITY CODE

1) Vehicles other than railway, tramway (HS-87)

HS Code	Commodity	Argentina's Global Imports (US\$ mn)	Argentina's Imports from India (US\$ mn)	India's share in Argentina's Global Imports (%)	India's Global Exports (US\$ mn)
870323	Automobiles with reciprocating piston engine displacing > 1500 cc to 3000 cc	2456.9	-	-	835.5
870322	Automobiles w reciprocating piston engine displacing > 1000 cc to 1500 cc	947.7	1.7	0.2	3236.8
870840	Transmissions for motor vehicles	752.9	21.8	2.9	331.2
870899	Motor vehicle parts	471.4	7.8	1.6	2696.1
870850	Drive axles with differential for motor vehicles	347.9	0.8	0.2	184.6
870422	Diesel powered trucks w a GVW exceeding five tonnes but not exceeding twenty tonnes	327.9	-	-	218.7
870421	Diesel powered trucks with a GVW not exceeding five tonnes	265.2	-	-	271.1
870830	Brakes and servo-brakes and their parts, for tractors, motor vehicles	217.0	-	-	156.6
870600	Chassis fitted w engines for the vehicles of heading Nos 87.01 to 87.05	97.0	-	-	314.8
870321	Automobiles w reciprocating piston engine displacing not more than 1000 cc	96.7	-	-	1199.8
870210	Diesel powered buses with a seating capacity of > nine persons	78.9	-	-	259.5
871410	Parts and accessories of motorcycles, incl. mopeds	52.4	0.1	0.3	116.2

2) Organic chemicals (HS-29)

HS Code	Commodity	Argentina's Global Imports (US\$ mn)	Argentina's Imports from India (US\$ mn)	India's share in Argentina's Global Imports (%)	India's Global Exports (US\$ mn)
293190	Separate chemically defined organo-inorganic compounds (excl. organo-sulphur compounds and	674.2	1.0	-	110.5
293339	Heterocyclic compounds containing an unfused pyridine ring in the structure	128.3	1.5	-	323.9
293399	Heterocyclic compounds with nitrogen hetero-atom[s] only (excl. those	83.5	4.6	-	439.1
293499	Nucleic acids and their salts, whether or not chemically defined	70.9	2.4	-	382.0
292429	Cyclic amides and their derivatives, salts thereof	57.2	0.6	-	109.5
294190	Antibiotics, in bulk	35.1	2.3	-	581.8
290124	Buta-1, 3-diene and isoprene	34.7	-	-	104.1
293500	Sulphonamides in bulk	29.7	1.2	-	161.3
293359	Heterocycl compounds containing pyrimidin ring/piperazine nucleic acid&	25.1	0.3	-	179.9
290220	Benzene	23.0	-	-	616.5
294110	Penicillins and their derivatives, in bulk; salts thereof	22.9	0.5	-	177.8

3) Machinery and instruments (HS-84)

HS Code	Commodity	Argentina's Global Imports (US\$ mn)	Argentina's Imports from India (US\$ mn)	India's share in Argentina's Global Imports (%)	India's Global Exports (US\$ mn)
840999	Parts for diesel and semi-diesel engines	447.4	1.2	0.3	584.9
840734	Engines, spark-ignition reciprocating displacing more than 1000 cc	327.8	-	-	166.0
840820	Engines, diesel, for the vehicles of Chapter 87	284.3	0.3	0.1	134.9
848180	Taps, cocks, valves and similar appliances, nes	260.1	0.2	0.1	717.7
847330	Parts & accessories of automatic data processing machines & units thereof	252.9	-	-	115.9
841480	Air or gas compressors, hoods	189.5	6.1	3.2	327.2
847989	Machines & mechanical appliances having individual functions	171.2	0.8	0.5	344.1
840290	Parts of steam or vapour generating boilers	119.6	0.5	0.4	140.4
840991	Parts for spark-ignition type engines	112.7	0.8	0.7	283.3
841330	Fuel, lubricating or cooling medium pumps for internal comb piston engines	92.5	1.5	1.7	124.6
842199	Parts for filtering or purifying machinery & apparatus for liquids or gases,	92.4	0.4	0.4	109.4
848190	Parts of taps, cocks, valves or similar appliances	88.9	0.6	0.6	337.4
841391	Parts of pumps for liquid whether or not fitted with a measuring device	85.3	0.1	0.2	290.9
842139	Filtering or purifying machinery and apparatus for gases	81.3	0.1	0.1	104.6
841370	Centrifugal pumps	80.0	0.1	0.2	201.5
842952	Shovels and excavators with a 360 revolving superstructure	76.1	-	-	145.8
843143	Parts of boring or sinking machinery, whether or not self-propelled	71.0	0.1	0.1	170.4

4) Electrical, electronic equipment (HS-85)

HS Code	Commodity	Argentina's Global Imports (US\$ mn)	Argentina's Imports from India (US\$ mn)	India's share in Argentina's Global Imports (%)	India's Global Exports (US\$ mn)
851770	Parts of telephone sets, telephones for cellular networks or for other	1355.1	0.1	-	501.9
852990	Parts suitable for use solely/principally the app of headings 85.25 to 85.28	597.5	-	-	133.6
851762	Machines for the reception, conversion and transmission or regeneration	501.1	0.1	-	135.9
850300	Parts of electric motors, generators, generating sets & rotary converters	326.4	0.5	-	248.2
854430	Ignition wiring sets & other wiring sets used in vehicles, aircraft etc	188.6	-	-	162.0
853710	Boards, panels, including numerical control panels, for a voltage ≤1000 V	175.2	0.3	-	321.7
850440	Static converters	151.9	0.1	-	453.3
853650	Electrical switches for a voltage not exceeding 1,000 volts	105.0	-	-	114.4
853690	Electrical app for switching/protecting electrical circuits, not exceeding 1,000 V	90.3	-	-	201.5
853890	Parts for use with the apparatus of heading no. 85.35, 85.36 or 85.37, nes	61.0	0.1	-	337.1
854460	Electric conductors, for a voltage exceeding 1,000 V	44.1	-	-	259.9
850110	Electric motors of an output not exceeding 37.5 W	42.7	0.1	-	148.5

5) Pharmaceutical products (HS-30)

HS Code	Commodity	Argentina's Global Imports (US\$ mn)	Argentina's Imports from India (US\$ mn)	India's share in Argentina's Global Imports (%)	India's Global Exports (US\$ mn)
300490	Medicaments, in dosage	781.5	2.8	-	8288.9
300220	Vaccines, human use	123.2	5.7	-	578.0
300420	Antibiotics, in dosage	52.9	0.2	-	911.6
300431	Insulin, in dosage	46.5	-	-	108.4
300390	Medicaments, formulated, in bulk	39.6	3.4	-	264.7

6) Plastics and articles (HS-39)

HS Code	Commodity	Argentina's Global Imports (US\$ mn)	Argentina's Imports from India (US\$ mn)	India's share in Argentina's Global Imports (%)	India's Global Exports (US\$ mn)
392690	Articles of plastics or of other materials of Nos 39.01 to 39.14 nes	204.5	0.3	-	506.5
390210	Polypropylene	104.0	0.2	-	1209.5
390760	Polyethylene terephthalate	100.0	3.0	-	517.7
390720	Polyethers	61.0	0.1	-	66.1
392190	Film and sheet etc, of plastics	56.3	0.7	-	152.6
392062	Film and sheet etc, non-cellular etc, of polyethylene terephthalates	36.8	3.1	-	247.1
392020	Film and sheet etc, non-cellular etc, of polymers of propylene	30.8	0.5	-	274.9
392410	Tableware and kitchenware of plastics	15.1	0.1	-	147.7
392321	Sacks and bags (including cones) of polymers of ethylene	11.5	-	-	137.8

7) Articles of iron or steel (HS-73)

HS Code	Commodity	Argentina's Global Imports (US\$ mn)	Argentina's Imports from India (US\$ mn)	India's share in Argentina's Global Imports (%)	India's Global Exports (US\$ mn)
732690	Articles, iron or steel	154.8	-	-	454.7
731815	Bolts o screws, with o without their nuts o washers, iron o steel	96.0	-	-	325.6
731210	Stranded wire, ropes & cables of iron or steel, not electrically insulated	39.3	-	-	101.8
730890	Structures & parts of structures,i/s (ex prefab buildings of heading no.9406)	37.1	-	-	418.0
731816	Nuts, iron or steel	35.0	-	-	473.5

8) Cotton (HS-52)

HS Code	Commodity	Argentina's Global Imports (US\$ mn)	Argentina's Imports from India (US\$ mn)	India's share in Argentina's Global Imports (%)	India's Global Exports (US\$ mn)
520852	Plain weave cotton fabric,>=85%, >100 g/m2 to 200 g/m2, printed	10.4	-	-	218.1
520942	Denim fabrics of cotton,>=85%, more than 200 g/m2	9.4	-	-	275.1
520100	Cotton, not carded or combed	5.8	-	-	2821.7

ANNEXURE 5: COLOMBIA- POTENTIAL ITEMS OF INDIA'S EXPORTS AS PER 6-DIGIT HS COMMODITY CODE

1) Iron and steel (HS-72)

HS Code	Commodity	Colombia's Global Imports (US\$ mn)	Colombia's Imports from India (US\$ mn)	India's share in Colombia's Global Imports (%)	India's Global Exports (US\$ mn)
720839	Hot roll iron/steel, coil >600mm x <3mm	155.6	0.2	-	303.7
721391	Hot rolled bar/rod, irregular coils, <14mm diameter	106.1	-	-	81.5
720918	Cold rolled iron/steel, coils >600mm x <0.5mm	104.9	-	-	218.6
720917	Cold rolled iron/steel, coils >600mm x 0.5-1mm	75.2	-	-	125.2
720838	Hot roll iron/steel, coil >600mm x 3-4.75mm	45.4	-	-	124.3
720851	Hot roll iron/steel, not coil >600mm x >10mm	42.6	-	-	276.4
721070	Flat rolled prod,i/,painted, varnished or plastic coated,>/=600mm wide	37.2	-	-	319.8
720837	Hot roll iron/steel, coil >600mm x 4.75-10mm	27.8	-	-	112.5

2) Organic chemicals (HS-29)

HS Code	Commodity	Colombia's Global Imports (US\$ mn)	Colombia's Imports from India (US\$ mn)	India's share in Colombia's Global Imports (%)	India's Global Exports (US\$ mn)
293339	Heterocyclic compounds containing an unfused pyridine ring in the structure	98.8	2.2	2.2	323.9
293190	Separate chemically defined organo-inorganic compounds (excl. organo-sulphur compounds and	45.3	1.5	3.2	110.5
292910	Isocyanates	40.7	0.3	0.7	24.3
293371	6-hexanelactam (epsilon-caprolactam)	39.7	-	-	-
292690	Nitrile-function compounds	33.1	0.2	0.5	41.8
293499	Nucleic acids and their salts, whether or not chemically defined	30.9	0.9	3.0	382.0
293359	Heterocycl compds containing pyrimidin ring/piperazine ring,; nucleic acid	15.5	0.6	3.7	179.9
292429	Cyclic amides and their derivatives,; salts thereof	15.3	0.1	0.7	109.5

3) Plastics and articles (HS-39)

HS Code	Commodity	Colombia's Global Imports (US\$ mn)	Colombia's Imports from India (US\$ mn)	India's share in Colombia's Global Imports (%)	India's Global Exports (US\$ mn)
390760	Polyethylene terephthalate	202.8	4.2	2.1	517.7
392690	Articles of plastics or of other materials of Nos 39.01 to 39.14 -	121.9	3.5	2.9	506.5
392410	Tableware and kitchenware of plastics	47.8	0.4	0.9	147.7
392190	Film and sheet etc, -of plastics	35.4	0.8	2.3	152.6
392321	Sacks and bags (including cones) of polymers of ethylene	23.8	0.2	0.9	137.8

4) Machinery and instruments (HS-84)

HS Code	Commodity	Colombia's Global Imports (US\$ mn)	Colombia's Imports from India (US\$ mn)	India's share in Colombia's Global Imports (%)	India's Global Exports (US\$ mn)
848180	Taps, cocks, valves and similar appliances	240.0	1.4	0.6	717.7
842952	Shovels and excavators with a 360 revolving super-structure	144.9	0.3	0.2	145.8
841480	Air or gas compressors, hoods	132.7	-	-	327.2
840999	Parts for diesel and semi-diesel engines	122.8	0.3	0.3	584.9
847989	Machines & mechanical appliances having individual functions	119.4	0.1	0.1	344.1
841370	Centrifugal pumps	112.2	1.7	1.5	201.5
841391	Parts of pumps for liquid whether or not fitted with a measuring device	102.2	0.1	0.1	290.9
841989	Machinery, plant/laboratory equip f treat of mat by change of temp	97.1	0.3	0.3	145.9
843149	Parts of cranes, work-trucks, shovels, and other construction machinery	93.4	0.7	0.8	332.0
843143	Parts of boring or sinking machinery, whether or not self-propelled	87.9	0.3	0.4	170.4
840991	Parts for spark-ignition type engines	76.8	2.2	2.9	283.3
848190	Parts of taps, cocks, valves or similar appliances	49.5	0.4	0.8	337.4
841330	Fuel, lubricating or cooling medium pumps for internal combustion piston engines	48.1	-	-	124.6
840890	Engines, diesel	46.5	0.1	0.2	311.9
848390	Parts of power transmission equipment/other goods used to transmit power	46.1	0.1	0.2	124.1
847490	Pts of sorting/screening/mixing/crushing/grinding/washing/agglomerating mach etc	44.7	0.1	0.2	147.2
841950	Heat exchange units, non-domestic, non-electric	44.0	0.3	0.7	144.9
848340	Gears &gearing, ball screws, gear boxes, speed changers/torque converters	43.8	0.5	1.1	155.0
842959	Self-propelled excavating machinery	43.2	0.3	0.8	109.8
842199	Parts for filtering or purifying machinery & apparatus for liquids or gases	38.0	0.4	1.0	109.4
847990	Parts of machines & mechanical appliances having individual functions	36.8	0.1	0.2	138.2
847330	Parts &accessories of automatic data processing machines &units thereof	36.2	0.1	0.3	115.9
841821	Refrigerators, household type, compression-type	34.8	-	-	131.4

5) Pharmaceutical products (HS-30)

HS Code	Commodity	Colombia's Global Imports (US\$ mn)	Colombia's Imports from India (US\$ mn)	India's share in Colombia's Global Imports (%)	India's Global Exports (US\$ mn)
300490	Medicaments in dosage	1052.8	17.4	1.7	8288.9
300420	Antibiotics in dosage	120.8	4.0	3.3	911.6
300431	Insulin, in dosage	63.6	0.4	0.6	108.4
300450	Vitamins and their derivatives, in dosage	30.1	0.7	2.4	251.3
300410	Penicillins or streptomycins and their derivatives, in dosage	28.8	1.0	3.6	608.7

6) Electrical, electronic equipment (HS-85)

HS Code	Commodity	Colom-bia's Global Imports (US\$ mn)	Colom-bia's Imports from India (US\$ mn)	India's share in Colom-bia's Global Imports (%)	India's Global Exports (US\$ mn)
851712	Telephones for cellular networks mobile telephones or for other wireless	1667.9	-	-	561.6
851762	Machines for the reception, conversion and transmission or regeneration	706.3	-	-	135.9
851770	Parts of telephone sets, telephones for cellular networks or for other	135.3	0.4	0.3	501.9
850440	Static converters	125.4	0.2	0.2	453.3
852990	Parts suitable f use solely/principally w the app of headings 85.25 to 85.28	76.1	-	-	133.6
852352	Cards incorporating one or more electronic integrated circuits smart c	59.3	-	-	102.0
853710	Boards, panels, including numerical control panels, for a voltage <=1000 V	49.7	1.0	2.0	321.7
853690	Electrical app for switching/protec elec circuits, not exceeding 1,000 V	46.5	-	0.3	201.5
852871	Reception apparatus for television, whether or not incorporating radio	45.1	-	-	193.1
853650	Electrical switches for a voltage not exceeding 1,000 volts	39.5	-	-	114.4
850300	Parts of electric motors, generators, generating sets & rotary converters	29.2	0.1	0.2	248.2
853890	Parts for use with the apparatus of heading no. 85.35,85.36 or 85.37,nes	27.7	1.1	4.1	337.1
853720	Boards, panels, including numerical control panels, for a voltage > 1,000 V	20.0	0.1	0.6	104.2
853620	Automatic circuit breakers for a voltage not exceeding 1,000 volts	19.7	-	-	108.3
854140	Photosensitive semiconductor device, photovoltaic cells& light emit diodes	18.0	-	-	174.7
854430	Ignition wiring sets& other wiring sets used in vehicles, aircraft etc	17.4	0.1	0.8	162.0

7) Articles of apparel, accessories, not knit or crochet (HS-62)

HS Code	Commodity	Colombia's Global Imports (US\$ mn)	Colombia's Imports from India (US\$ mn)	India's share in Colombia's Global Imports (%)	India's Global Exports (US\$ mn)
620462	Womens/girls trousers and shorts, of cotton, not knitted	46.9	0.2	0.3	257.6
620640	Womens/girls blouses and shirts, of man-made fibres, not knitted	41.4	1.1	2.7	729.5
620520	Mens/boys shirts, of cotton, not knitted	35.8	1.0	2.7	942.5
620463	Womens/girls trousers and shorts, of synthetic fibres, not knitted	11.4	0.1	0.9	100.2
620443	Womens/girls dresses, of synthetic fibres, not knitted	10.0	0.2	2.3	483.8

ANNEXURE 6: PERU - POTENTIAL ITEMS OF INDIA'S EXPORTS AS PER 6-DIGIT HS COMMODITY CODE

1) Machinery and instruments (HS-84)

HS Code	Commodity	Peru's Global Imports (US\$ mn)	Peru's Imports from India (US\$ mn)	India's share in Peru's Global Imports (%)	India's Global Exports (US\$ mn)
847490	Pts of sortg/screeng/mixg/crushg/grinding/washing/agglomeratg mach etc	338.3	0.5	0.2	147.2
842952	Shovels and excavators with a 360 revolving superstructure	318.7	0.1	-	145.8
848180	Taps, cocks, valves and similar appliances,	141.4	0.8	0.6	717.7
843149	Parts of cranes, work-trucks, shovels, and other construction machinery	112.7	-	-	332.0
841480	Air or gas compressors, hoods	104.3	-	-	327.2
842959	Self-propelled excavating machinery	83.2	0.2	0.2	109.8
843041	Boring or sinking machinery, self propelled	81.0	-	-	98.6
840999	Parts for diesel and semi-diesel engines	75.7	0.4	0.5	584.9
847330	Parts & accessories of automatic data processing machines& units thereof	72.6	-	-	115.9
848340	Gears& gearing, ball screws, gear boxes, speed changers/torque converters	69.8	0.2	0.2	155.0
842199	Parts for filtering or purifying machinery & apparatus for liquids or gases	63.9	0.5	0.8	109.4
841370	Centrifugal pumps	62.5	0.1	-	201.5
843143	Parts of boring or sinking machinery, whether or not self-propelled	54.6	0.2	0.3	170.4
847989	Machines & mechanical appliances having individual functions	51.4	0.1	0.2	344.1
848390	Parts of power transmission equipment/other goods used to transmit power	50.2	-	-	124.1
848220	Bearings, tapered roller, including cone and tapered roller assemblies	47.6	-	-	130.2
841391	Parts of pumps for liquid whether or not fitted with a measuring device	45.7	0.1	0.3	290.9
842139	Filtering or purifying machinery and apparatus for gases	44.7	-	-	104.6
840991	Parts for spark-ignition type engines	40.6	0.8	2.1	283.3
840890	Engines, diesel	38.1	-	-	311.9
841989	Machinery, plant/laboratory equip f treat of mat by change of temp	32.4	0.1	0.4	145.9
848190	Parts of taps, cocks, valves or similar appliances	27.8	-	-	337.4
841869	Refrigerating or freezing equipment	27.4	-	-	35.7
841490	Parts of vacuum pumps, compressors, fans, blowers, hoods	25.1	0.1	0.2	248.5
841950	Heat exchange units, non-domestic, non-electric	20.5	-	0.2	144.9
841330	Fuel, lubricating or cooling medium pumps for internal comb piston engines	20.2	-	-	124.6
848310	Transmission shafts and cranks, including cam shafts and crank shafts	19.7	0.3	1.7	255.7
840820	Engines, diesel, for the vehicles of Chapter 87	19.0	-	-	134.9

2) Mineral fuels, oils, distillation products, etc (HS-27)

HS Code	Commodity	Peru's Global Imports (US\$ mn)	Peru's Imports from India (US\$ mn)	India's share in Peru's Global Imports (%)	India's Global Exports (US\$ mn)
271019	Other petroleum oils and preparations	2374.6	1.9	0.1	40682.2
271012	Light petroleum oils and preparations	360.3	-	-	19742.8
271020	Petroleum oils and oils obtained from bituminous minerals (other than crude) and preparation	126.2	-	-	121.1

3) Electrical, electronic equipment (HS-85)

HS Code	Commodity	Peru's Global Imports (US\$ mn)	Peru's Imports from India (US\$ mn)	India's share in Peru's Global Imports (%)	India's Global Exports (US\$ mn)
850423	Telephones for cellular networks mobile telephones or for other wireless	1126.3	-	-	561.6
853521	Machines for the reception, conversion and transmission or regeneration	281.1	-	-	135.9
853929	Parts of telephone sets, telephones for cellular networks or for other	122.7	-	-	501.9
851220	Boards, panels, including numerical control panels, for a voltage <=1000 V	100.0	0.1	0.1	321.7
853530	Static converters	94.7	0.2	0.2	453.3
850220	Boards, panels, including numerical control panels, for a voltage > 1,000 V	84.8	-	-	104.2
850211	Parts of electric motors, generators, generating sets & rotary converters	74.8	-	-	248.2
851120	Electrical switches for a voltage not exceeding 1,000 volts	53.3	0.1	0.1	114.4
853529	Reception apparatus for television, whether or not incorporating radio	44.2	-	-	193.1
851110	Cards incorporating one or more electronic integrated circuits smart	41.3	-	-	102.0
854511	Electrical app for switching/protecting electrical circuits, not exceeding 1,000 V	41.0	-	-	201.5
851769	Electric conductors, for a voltage exceeding 1,000 V	36.3	-	-	259.9
851762	Parts for use with the apparatus of heading no. 85.35,85.36 or 85.37, nes	31.9	0.1	0.5	337.1
853610	Apparatus for the transmission or reception of voice, images or other	22.1	0.1	0.3	105.6
850300	Automatic circuit breakers for a voltage not exceeding 1,000 volts	21.4	0.1	0.3	108.3
851290	Photosensitive semiconductor device, photovoltaic cells & light emit diodes	21.1	-	-	174.7

4) Vehicles other than railway, tramway (HS-87)

HS Code	Commodity	Peru's Global Imports (US\$ mn)	Peru's Imports from India (US\$ mn)	India's share in Peru's Global Imports (%)	India's Global Exports (US\$ mn)
870323	Automobiles w reciprocating piston engine displacing > 1500 cc to 3000 cc	960.9	2.8	0.3	835.5
870421	Diesel powered trucks with a GVW not exceeding five tonnes	265.7	2.9	1.1	271.1
870210	Diesel powered buses with a seating capacity of > nine persons	249.9	-	-	259.5
870422	Diesel powered trucks w a GVW exceeding five tonnes but not exceeding twenty tonnes	189.4	-	-	218.7
870600	Chassis fitted w engines for the vehicles of heading Nos 87.01 to 87.05	47.9	0.1	0.2	314.8
870830	Brakes and servo-brakes and their parts, for tractors, motor vehicles	31.0	0.2	0.5	156.6

5) Cereals (HS-10)

HS Code	Commodity	Peru's Global Imports (US\$ mn)	Peru's Imports from India (US\$ mn)	India's share in Peru's Global Imports (%)	India's Global Exports (US\$ mn)
100199	Wheat and meslin (excl. seed for sowing, and durum wheat)	550.7	-	-	1014.3
100590	Maize (corn)	549.9	-	-	808.5
100630	Rice, semi-milled or wholly milled, whether or not polished or glazed	138.8	-	-	7537.7

6) Articles of iron or steel (HS-73)

HS Code	Commodity	Peru's Global Imports (US\$ mn)	Peru's Imports from India (US\$ mn)	India's share in Peru's Global Imports (%)	India's Global Exports (US\$ mn)
730890	Structures & parts of structures, i/s (ex prefab buildings of heading no.9406)	223.1	0.1	0.1	418.0
732690	Articles, iron or steel	81.6	-	-	454.7
730840	Props & similar equipment for scaffolding, shutterg/pit-propping, i/s	59.6	-	-	145.1
731815	Bolts o screws nes, with o without their nuts o washers , iron o steel	55.6	0.1	0.2	325.6
730419	Line pipe of a kind used for oil or gas pipelines, seamless, of iron o	40.5	-	-	118.2
730820	Towers and lattice masts, iron or steel	32.2	0.8	2.5	274.3
731210	Stranded wire, ropes & cables of iron or steel, not electrically insulated	28.0	0.1	0.4	101.8
732393	Table, kitchen or other household art & parts thereof, stainless steel	25.5	0.5	1.9	359.4
731100	Containers for compressed or liquefied gas of iron or steel	22.5	0.4	1.8	101.6
730630	Tubes, pipe & hollow profiles, iron or nas, welded, of circ cross sect	17.9	0.3	1.7	183.9
730690	Tubes, pipe & hollow profiles, iron or steel, welded	16.6	-	-	152.9

7) Organic chemicals (HS-29)

HS Code	Commodity	Peru's Global Imports (US\$ mn)	Peru's Imports from India (US\$ mn)	India's share in Peru's Global Imports (%)	India's Global Exports (US\$ mn)
294190	Antibiotics in bulk	17.5	1.1	-	581.8
290244	Mixed xylene isomers	8.7	-	-	106.8
293399	Heterocyclic compounds with nitrogen hetero-atom[s] only (excl. those	6.5	-	-	439.1
293359	Heterocycl compds cntg pyrimidin rng/piperazine rng,nes;nucleic acid&sa	5.8	-	-	179.9
292429	Cyclic amides and their derivatives, salts thereof	5.8	0.4	-	109.5
293349	Heterocyclic compounds with nitrogen hetero-atom[s] only, containing	5.2	0.4	-	101.1
293190	Separate chemically defined organo-inorganic compounds (excl. organo-sulphur compounds and	5.0	0.6	-	110.5
294110	Penicillins and their derivatives, in bulk; salts thereof	4.9	0.1	-	177.8
293499	Nucleic acids and their salts, whether or not chemically defined;	4.8	0.1	-	382.0
292419	Acyclic amides, incl. acyclic carbamates, and their derivatives	4.5	-	-	148.6

ANNEXURE 7: VENEZUELA - POTENTIAL ITEMS OF INDIA'S EXPORTS AS PER 6-DIGIT HS COMMODITY CODE

1. Machinery and instruments (HS-84)

HS Code	Commodity	Ven- ezuela's Global Imports (US\$ mn)	Ven- ezuela's Imports from India (US\$ mn)	India's share in Ven- ezuela's Global Imports (%)	India's Global Exports (US\$ mn)
840290	Parts of steam or vapour generating boilers	178.9	-	-	140.4
848180	Taps, cocks, valves and similar appliances	175.9	0.4	0.2	717.7
843143	Parts of boring or sinking machinery, whether or not self-propelled	169.5	0.2	0.1	170.4
841391	Parts of pumps for liquid whether or not fitted with a measuring device	128.6	0.1	0.1	290.9
847989	Machines & mechanical appliances having individual functions	125.6	-	-	344.1
841480	Air or gas compressors, hoods	116.0	-	-	327.2
841370	Centrifugal pumps	111.8	-	-	201.5
847330	Parts& accessories of automatic data processing machines& units thereof	85.8	-	-	115.9
841490	Parts of vacuum pumps, compressors, fans, blowers, hoods	81.4	-	-	248.5
842139	Filtering or purifying machinery and apparatus for gases	78.5	-	-	104.6
848190	Parts of taps, cocks, valves or similar appliances	54.1	-	-	337.4
842199	Parts for filtering or purifying machinery & apparatus for liquids or gases	53.6	-	-	109.4
847990	Parts of machines& mechanical appliance having individual functions	48.1	0.6	1.3	138.2
840734	Engines, spark-ignition reciprocating displacing more than 1000 cc	47.3	-	-	166.0
843149	Parts of cranes ,work-trucks, shovels, and other construction machinery	46.6	0.1	0.3	332.0
840890	Engines, diesel	41.7	-	-	311.9
840999	Parts for diesel and semi-diesel engines	39.8	0.1	0.2	584.9
841989	Machinery ,plant/laboratory equip f treat of mat by change of temp	34.3	0.3	1.0	145.9
840991	Parts for spark-ignition type engines	29.0	0.5	1.8	283.3
840820	Engines, diesel, for the vehicles of Chapter 87	24.1	-	-	134.9
848790	Parts of machinery of chapter 84, not intended for a specific purpose,	23.7	-	-	104.9
842952	Shovels and excavators with a 360 revolving superstructure	20.4	-	-	145.8
848390	Parts of power transmission equipment/other goods used to transmit power	19.1	-	-	124.1
841330	Fuel, lubricating or cooling medium pumps for internal comb piston engines	17.9	0.1	0.5	124.6
847490	Pts of sorting/screening/mixing/crushing/grinding/washing/agglomerat- ing mach etc	17.7	-	-	147.2
842951	Front end shovel loaders	17.5	-	-	37.8
848340	Gears &gearing,ball screws,gear boxes, speed changers/torque con- verters	15.6	-	-	155.0
848310	Transmission shafts and cranks, including cam shafts and crank shafts	12.4	-	-	255.7

2. Electrical, electronic equipment (HS-85)

HS Code	Commodity	Ven- ezuela's Global Imports (US\$ mn)	Ven- ezuela's Imports from India (US\$ mn)	India's share in Ven- ezuela's Global Imports (%)	India's Global Exports (US\$ mn)
851712	Telephones for cellular networks mobile telephones or for other wireless	410.9	-	-	561.6
851762	Machines for the reception, conversion and transmission or regeneration	193.6	-	-	135.9
854460	Electric conductors, for a voltage exceeding 1,000 V	86.7	-	-	259.9
853710	Boards,panels,includg numerical control panels,for a volt- age <=1000 V	82.7	0.1	0.2	321.7
852352	Cards incorporating one or more electronic integrated circuits smart c	81.3	-	-	102.0
851770	Parts of telephone sets, telephones for cellular networks or for other	75.7	-	-	501.9
850300	Parts of electric motors,generators,generating sets & rotary converters	73.1	-	-	248.2
850440	Static converters	64.0	-	-	453.3
853720	Boards,panels,includg numerical control panels,for a volt- age > 1,000 V	56.5	-	-	104.2
852871	Reception apparatus for television, whether or not incor- porating radio	54.2	-	-	193.1
850423	Liq dielectric transf havg a power handlg capacity ex- ceedg 10,000 KVA	45.4	-	-	143.9
853890	Parts for use with the apparatus of heading no. 85.35,85.36 or 85.37,nes	36.8	-	-	337.1
850421	Liquid dielectric transformers having a power handling capacity <= 650 KVA	29.2	-	-	122.7
853620	Automatic circuit breakers for a voltage not exceeding 1,000 volts	21.6	-	-	108.3
853690	Electrical app for switchg/protec elec circuits,not exceding 1,000 V,	18.6	-	-	201.5
852990	Parts suitable f use solely/princ w the app of headings 85.25 to 85.28	18.3	-	-	133.6
851769	Apparatus for the transmission or reception of voice, im- ages or other	14.9	-	-	105.6
853650	Electrical switches for a voltage not exceeding 1,000 volts	13.9	-	-	114.4

3. Vehicles other than railway, tramway (HS-87)

HS Code	Commodity	Ven- ezuela's Global Imports (US\$ mn)	Ven- ezuela's Imports from India (US\$ mn)	India's share in Ven- ezuela's Global Imports (%)	India's Global Exports (US\$ mn)
870899	Motor vehicle parts	301.2	-	-	-
870210	Diesel powered buses with a seating capacity of > nine persons	206.2	-	-	259.5
870323	Automobiles w reciprocating piston engine displacing > 1500 cc to 3000 cc	130.4	-	-	835.5
870190	Wheeled tractors	106.3	-	-	903.5
870422	Diesel powered trucks w a GVW exceeding five tonnes but not exceeding twenty tonnes	83.7	-	-	218.7
870322	Automobiles w reciprocating piston engine displacing > 1000 cc to 1500 cc	82.4	-	-	3236.8
870840	Tansmissions for motor vehicles	63.1	-	-	331.2
870600	Chassis fitted w engines for the vehicles of heading Nos 87.01 to 87.05	50.9	-	-	314.8
871120	Motorcycles with reciprocating piston engine displacing > 50 cc to 250 cc	43.0	0.3	0.6	1753.4
870830	Brakes and servo-brakes and their parts, for tractors, motor vehicles	36.1	-	-	156.6
870850	Drive axles with differential for motor vehicles	33.4	-	-	184.6
870421	Diesel powered trucks with a GVW not exceeding five tonnes	19.8	-	-	271.1
870810	Bumpers and parts for motor vehicles	18.6	-	-	209.1
871410	Parts and accessories of motorcycles, incl. mopeds	17.4	-	-	116.2

4. Organic chemicals (HS-29)

HS Code	Commodity	Ven- ezuela's Global Imports (US\$ mn)	Ven- ezuela's Imports from India (US\$ mn)	India's share in Ven- ezuela's Global Imports (%)	India's Global Exports (US\$ mn)
290919	Acyclic ethers ; derivatives of acyclic ethers	693.5	-	-	81.7
293190	Separate chemically defined organo-inorganic compounds (excl. organo-sulphur compounds and	19.8	-	-	110.5
293339	Heterocyclic compounds containing an unfused pyridine ring in the structure	16.7	-	-	323.9
293499	Nucleic acids and their salts, whether or not chemically defined;	16.2	-	-	382.0
294190	Antibiotics, in bulk	12.4	0.1	-	581.8
290244	Mixed xylene isomers	11.0	-	-	106.8

5. Miscellaneous chemical products (HS-38)

HS Code	Commodity	Ven- ezuela's Global Imports (US\$ mn)	Ven- ezuela's Imports from India (US\$ mn)	India's share in Ven- ezuela's Global Imports (%)	India's Global Exports (US\$ mn)
382490	Chemical/allied industry preparations/products	46.2	0.2	-	203.8
380891	Insecticides	36.4	0.4	-	784.4
380893	Herbicides, anti-sprouting products and plant-growth regulators	31.4	-	-	333.1
380892	Fungicides	18.7	0.1	-	351.1

ANNEXURE 8: GUATEMALA - POTENTIAL ITEMS OF INDIA'S EXPORTS AS PER 6-DIGIT HS COMMODITY CODE

1) Machinery and instruments (HS-84)

HS Code	Commodity	Guatemala's Global Imports (US\$ mn)	Guatemala's Imports from India (US\$ mn)	India's share in Guatemala's Global Imports (%)	India's Global Exports (US\$ mn)
842952	Shovels and excavators with a 360 revolving superstructure	42.9	-	-	145.8
848180	Taps, cocks, valves and similar appliances	30.6	0.5	1.5	717.7
840999	Parts for diesel and semi-diesel engines	26.0	0.1	0.5	584.9
843149	Parts of cranes,work-trucks,shovels,and other construction machinery	22.5	-	-	332.0
842139	Filtering or purifying machinery and apparatus for gases	21.1	-	-	104.6
847330	Parts & accessories of automatic data processing machines & units thereof	19.0	-	-	115.9
840991	Parts for spark-ignition type engines	18.3	0.7	3.8	283.3
843143	Parts of boring or sinking machinery, whether or not self-propelled	17.0	-	-	170.4
841370	Centrifugal pumps	13.1	0.5	3.8	201.5
841391	Parts of pumps for liquid whether or not fitted with a measuring device	12.4	0.1	1.2	290.9
847490	Pts of sorting/screening/mixing/crushing/grinding/washing/agglomerating mach etc	11.5	0.3	2.4	147.2
847989	Machines & mechanical appliances neshaving individual functions	10.1	0.2	2.0	344.1

2) Electrical, electronic equipment (HS-85)

HS Code	Commodity	Guatemala's Global Imports (US\$ mn)	Guatemala's Imports from India (US\$ mn)	India's share in Guatemala's Global Imports (%)	India's Global Exports (US\$ mn)
851712	Telephones for cellular networks mobile telephones or for other wireless	361.1	-	-	561.6
851762	Machines for the reception, conversion and transmission or regeneration	77.1	-	-	135.9
854140	Photosensitive semiconductor device, photovoltaic cells&light emit diodes	46.3	-	-	174.7
853710	Boards, panels, including numerical control panels, for a voltage <=1000 V	33.4	0.2	0.5	321.7
852352	Cards incorporating one or more electronic integrated circuits smart c	32.9	0.8	2.5	102.0
850440	Static converters	25.6	0.3	1.2	453.3
853720	Boards, panels ,including numerical control panels,for a voltage > 1,000 V	21.7	-	-	104.2
851770	Parts of telephone sets, telephones for cellular networks or for other	14.9	-	0.1	501.9
854460	Electric conductors, for a voltage exceeding 1,000 V	11.5	-	-	259.9
853650	Electrical switches for a voltage not exceeding 1,000 volts	10.6	-	0.1	114.4

3) Pharmaceutical products (HS-30)

HS Code	Commodity	Guatemala's Global Imports (US\$ mn)	Guatemala's Imports from India (US\$ mn)	India's share in Guatemala's Global Imports (%)	India's Global Exports (US\$ mn)
300490	Medicaments , in dosage	438.9	11.3	2.6	8288.9
300420	Antibiotics, in dosage	25.4	0.7	2.9	911.6
300450	Vitamins and their derivatives,in dosage	17.0	0.4	2.1	251.3

4) Iron and steel (HS-72)

HS Code	Commodity	Guatemala's Global Imports (US\$ mn)	Guatemala's Imports from India (US\$ mn)	India's share in Guatemala's Global Imports (%)	India's Global Exports (US\$ mn)
720839	Hot roll iron/steel, coil >600mm x <3mm	57.1	-	-	303.7
720918	Cold rolled iron/steel, coils >600mm x <0.5mm	38.6	0.6	1.4	218.6
720838	Hot roll iron/steel, coil >600mm x 3-4.75mm	19.5	-	-	124.3
721049	Flat rolled prod,i/nas,plated or coated with zinc,>=600mm wide	18.7	-	-	993.3
720917	Cold rolled iron/steel, coils >600mm x 0.5-1mm	18.4	-	-	125.2
720851	Hot roll iron/steel, not coil >600mm x >10mm	13.4	-	-	276.4
721070	Flat rolled prod,i/nas,painted,varnished or plast coated,>=600mm wide	11.5	-	-	319.8
721061	Flat rolled i/nas, coated alum-zinc alloy, w >600mm	11.1	-	-	146.1
721041	Flat rolled prod,i/nas,pltd or ctd w zinc,corrugated,>=600m wide	10.9	-	0.1	321.6

5) Organic chemicals (HS-29)

HS Code	Commodity	Guatemala's Global Imports (US\$ mn)	Guatemala's Imports from India (US\$ mn)	India's share in Guatemala's Global Imports (%)	India's Global Exports (US\$ mn)
293339	Heterocyclic compds cntg an unfused pyridine ring in the structure	21.3	0.3	1.4	323.9
290410	Derivatives of hydrocarbons containing only sulpho groups,thr saltsðyl esters	10.4	0.1	0.5	78.7
292250	Amino-alcohol-phenol,amino-acid-phenol&oth amino-compounds w oxygen	9.2	0.1	1.4	78.0
290290	Cyclic hydrocarbons	7.5	-	-	77.5
292419	Acyclic amides, incl. acyclic carbamates, and their derivatives, and s	6.8	-	-	148.6
292142	Aniline derivatives and their salts	6.5	-	-	127.5

6) Articles of iron or steel (HS-73)

HS Code	Commodity	Guatemala's Global Imports (US\$ mn)	Guatemala's Imports from India (US\$ mn)	India's share in Guatemala's Global Imports (%)	India's Global Exports (US\$ mn)
730890	Structures & parts of structures, i/s (ex prefab buildings of heading no.9406)	48.7	2.5	-	418.0
731815	Bolts & screws with & without their nuts & washers, iron & steel	17.0	-	-	325.6
730820	Towers and lattice masts, iron or steel	13.7	0.1	-	274.3
730630	Tubes, pipe & hollow profiles, iron or steel, welded, of circ cross section	9.9	-	-	183.9
732690	Articles, iron or steel	8.6	-	-	454.7

ANNEXURE 9: ECUADOR - POTENTIAL ITEMS OF INDIA'S EXPORTS AS PER 6-DIGIT HS COMMODITY CODE

1) Mineral fuels, oils, distillation products, etc (HS-27)

HS Code	Commodity	Ecuador's Global Imports (US\$ mn)	Ecuador's Imports from India (US\$ mn)	India's share in Ecuador's Global Imports (%)	India's Global Exports (US\$ mn)
271019	Other petroleum oils and preparations	3312.6	0.9	-	40682.2

2) Machinery and instruments (HS-84)

HS Code	Commodity	Ecuador's Global Imports (US\$ mn)	Ecuador's Imports from India (US\$ mn)	India's share in Ecuador's Global Imports (%)	India's Global Exports (US\$ mn)
848180	Taps, cocks, valves and similar appliances	102.4	0.1	0.1	717.7
843143	Parts of boring or sinking machinery, whether or not self-propelled	87.0	0.2	0.2	170.4
842952	Shovels and excavators with a 360 revolving superstructure	81.9	0.3	0.3	145.8
840999	Parts for diesel and semi-diesel engines	55.1	-	-	584.9
841480	Air or gas compressors, hoods	49.8	-	-	327.2
841391	Parts of pumps for liquid whether or not fitted with a measuring device	48.3	-	-	290.9
847989	Machines & mechanical appliances having individual functions	44.8	0.2	0.4	344.1
841370	Centrifugal pumps	43.6	0.1	0.3	201.5
847330	Parts & accessories of automatic data processing machines & units thereof	41.3	-	-	115.9
840991	Parts for spark-ignition type engines	40.7	0.1	0.1	283.3
842959	Self-propelled excavating machinery	30.8	0.6	1.9	109.8
843149	Parts of cranes, work-trucks, shovels, and other construction machinery	28.8	0.1	0.2	332.0
841869	Refrigerating or freezing equipment	26.8	-	-	35.7
841330	Fuel, lubricating or cooling medium pumps for internal combustion engines	23.6	-	-	124.6
841490	Parts of vacuum pumps, compressors, fans, blowers, hoods	20.5	0.1	0.4	248.5
848190	Parts of taps, cocks, valves or similar appliances	17.1	-	-	337.4
848310	Transmission shafts and cranks, including cam shafts and crank shafts	17.0	-	-	255.7
842199	Parts for filtering or purifying machinery & apparatus for liquids or gases	15.8	0.1	0.6	109.4
848340	Filtering or purifying machinery and apparatus for gases	15.0	-	-	104.6
842720	Gears & gearing, ball screws, gear boxes, speed changers/torque converters	15.0	-	-	155.0
842911	Machinery, plant/laboratory equipment for treatment of material by change of temperature	14.8	-	-	145.9
843880	Parts of machinery of chapter 84, not intended for a specific purpose,	12.5	-	-	104.9
847910	Parts of sorting/screening/mixing/crushing/grinding/washing/agglomerating machines etc	11.2	0.1	1.3	147.2
846789	Bearings, tapered roller, including cone and tapered roller assemblies	11.1	-	-	130.2

3) Electrical, electronic equipment (HS-85)

HS Code	Commodity	Ecuador's Global Imports (US\$ mn)	Ecuador's Imports from India (US\$ mn)	India's share in Ecuador's Global Imports (%)	India's Global Exports (US\$ mn)
851712	Telephones for cellular networks mobile telephones or for other wireless	191.3	-	-	561.6
850423	Liq dielectric transformer having a power handling capacity exceeding 10,000 KVA	47.2	1.3	2.8	143.9
850490	Parts of electrical transformers, static converters and inductors	45.5	0.5	1.1	171.4
851769	Apparatus for the transmission or reception of voice, images or other	42.8	0.4	0.9	105.6
853890	Parts for use with the apparatus of heading no. 85.35,85.36 or 85.37, nes	37.6	0.2	0.3	337.1
853810	Boards, panels, etc for goods of heading no. 85.37, not equipped w their app	32.2	0.1	0.1	213.1
850300	Parts of electric motors, generators, generating sets & rotary converters	29.8	-	-	248.2
853690	Electrical app for switching/protec elec circuits, not exceeding 1,000 V	25.5	-	-	201.5
850421	Liquid dielectric transformers having a power handling capacity <= 650 KVA	22.0	-	-	122.7

4) Vehicles other than railway, tramway (HS-87)

HS Code	Commodity	Ecuador's Global Imports (US\$ mn)	Ecuador's Imports from India (US\$ mn)	India's share in Ecuador's Global Imports (%)	India's Global Exports (US\$ mn)
870323	Automobiles w reciprocating piston engine displacing > 1500 cc to 3000 cc	468.2	0.2	-	835.5
870421	Diesel powered trucks with a GVW not exceeding five tonnes	211.5	1.1	0.5	271.1
870422	Diesel powered trucks w a GVW exceeding five tonnes but not exceeding twenty tonnes	174.1	-	-	218.7
870600	Chassis fitted w engines for the vehicles of heading Nos 87.01 to 87.05	65.2	-	-	314.8
870210	Diesel powered buses with a seating capacity of > nine persons	60.7	-	-	259.5
870899	Motor vehicle parts	55.4	1.0	1.8	2696.1
870830	Brakes and servo-brakes and their parts, for tractors, motor vehicles	39.6	-	-	156.6
870850	Drive axles with differential for motor vehicles	19.8	-	-	184.6
870840	Transmissions for motor vehicles	13.5	-	-	331.2
870810	Bumpers and parts for motor vehicles	10.5	0.1	0.5	209.1

5) Plastics and articles (HS-39)

HS Code	Commodity	Ecuador's Global Imports (US\$ mn)	Ecuador's Imports from India (US\$ mn)	India's share in Ecuador's Global Imports (%)	India's Global Exports (US\$ mn)
390760	Polyethylene terephthalate	89.9	2.6	2.9	517.7
392690	Articles of plastics or of other materials of Nos 39.01 to 39.14	49.8	0.2	0.3	506.5
392062	Film and sheet etc, non-cellular etc, of polyethylene terephthalates	2.8	-	-	247.1
392410	Tableware and kitchenware of plastics	15.6	-	-	147.7
390319	Polystyrene	19.3	-	-	105.0

6) Pharmaceutical products (HS-30)

HS Code	Commodity	Ecuador's Global Imports (US\$ mn)	Ecuador's Imports from India (US\$ mn)	India's share in Ecuador's Global Imports (%)	India's Global Exports (US\$ mn)
300490	Medicaments in dosage	612.8	7.9	1.3	8288.9
300420	Antibiotics, in dosage	70.9	0.8	1.1	911.6
300450	Vitamins and their derivatives, in dosage	66.8	-	-	251.3
300220	Vaccines, human use	63.0	1.8	2.9	578.0
300410	Penicillins or streptomycins and their derivatives, in dosage	32.9	0.9	2.9	608.7

7) Articles of iron or steel (HS-73)

HS Code	Commodity	Ecuador's Global Imports (US\$ mn)	Ecuador's Imports from India (US\$ mn)	India's share in Ecuador's Global Imports (%)	India's Global Exports (US\$ mn)
730890	Structures&parts of structures,i/s (ex prefab buildings of heading no.9406)	48.0	0.1	0.3	418.0
730511	Pipe,line,i/s,longitudinally subm arc wld,int/ext cc sect,dia >406.4mm	36.9	-	-	534.4
732690	Articles, iron or steel	31.5	-	-	454.7
731815	Bolts o screws with o without their nuts o washers ,iron o steel	22.1	-	-	325.6
730419	Line pipe of a kind used for oil or gas pipelines, seamless, of iron or steel	18.7	-	-	118.2
732393	Table,kitchen or other household art &parts thereof,stainless steel	11.4	0.1	1.2	359.4

8) Organic chemicals (HS-29)

HS Code	Commodity	Ecuador's Global Imports (US\$ mn)	Ecuador's Imports from India (US\$ mn)	India's share in Ecuador's Global Imports (%)	India's Global Exports (US\$ mn)
293499	Nucleic acids and their salts, whether or not chemically defined;	26.1	-	-	382.0
293339	Heterocyclic compounds containing an unfused pyridine ring in the structure	20.2	0.1	0.7	323.9
293329	Heterocyclic compounds containing an unfused imidazole ring in the structure	9.7	0.1	1.3	152.5
293359	Heterocyclic compounds containing pyrimidine ring/ piperazine ring,nucleic acid	9.6	0.1	0.6	179.9
291531	Ethyl acetate	9.2	0.1	1.1	127.1
293399	Heterocyclic compounds with nitrogen hetero-atom[s] only (excl. those	6.8	0.1	1.3	439.1
293500	Sulphonamides in bulk	6.2	0.1	2.2	161.3

ANNEXURE 10: DOMINICAN REPUBLIC- POTENTIAL ITEMS OF INDIA'S EXPORTS AS PER 6-DIGIT HS COMMODITY CODE

1) Electrical, electronic equipment (HS-85)

HS Code	Commodity	Dominican Republic's Global Imports (US\$ mn)	Dominican Republic's Imports from India (US\$ mn)	India's share in Dominican Republic's Global Imports (%)	India's Global Exports (US\$ mn)
851712	Telephones for cellular networks mobile telephones or for other wireless	201.9	-	-	561.6
853890	Parts for use with the apparatus of heading no. 85.35,85.36 or 85.37	166.9	0.3	0.2	337.1
850720	Lead-acid electric accumulators	71.9	-	-	78.3
851762	Machines for the reception, conversion and transmission or regeneration	47.0	-	-	135.9
853690	Electrical app for switching electrical circuits, not exceeding 1,000 V	39.3	-	-	201.5
851770	Parts of telephone sets, telephones for cellular networks or for other	28.5	-	-	501.9
850440	Static converters	21.0	-	-	453.3
850300	Parts of electric motors, generators, generating sets & rotary converters	15.8	-	-	248.2
853650	Electrical switches for a voltage not exceeding 1,000 volts	15.0	-	-	114.4
852871	Reception apparatus for television, whether or not incorporating radio	12.7	-	-	193.1
854140	Photosensitive semiconductor device, photovoltaic cells& light emit diodes	11.4	-	-	174.7

2) Plastics and articles (HS-39)

HS Code	Commodity	Dominican Republic's Global Imports (US\$ mn)	Dominican Republic's Imports from India (US\$ mn)	India's share in Dominican Republic's Global Imports (%)	India's Global Exports (US\$ mn)
392690	Articles of plastics or of other materials of Nos 39.01 to 39.14	352.1	1.2	0.3	506.5
390319	Polystyrene	48.2	-	-	105.0
392020	Film and sheet etc, non-cellular etc, of polymers of propylene	40.4	0.3	0.7	274.9
392321	Sacks and bags (including cones) of polymers of ethylene	16.8	-	-	137.8
392190	Film and sheet etc, of plastics	15.7	0.2	1.6	152.6
392410	Tableware and kitchenware of plastics	14.7	0.3	2.2	147.7
392329	Sacks and bags (including cones) of plastics	13.5	-	-	167.5

3) Machinery and instruments (HS-84)

HS Code	Commodity	Dominican Republic's Global Imports (US\$ mn)	Dominican Republic's Imports from India (US\$ mn)	India's share in Dominican Republic's Global Imports (%)	India's Global Exports (US\$ mn)
848180	Taps, cocks, valves and similar appliances	54.9	0.3	0.5	717.7
847490	Parts of sorting/screening/mixing/crushing/grinding/washing/agglomerating mach etc	41.2	-	-	147.2
840999	Parts for diesel and semi-diesel engines	29.8	0.2	0.6	584.9
841821	Refrigerators, household type, compression-type	22.9	-	-	131.4
842139	Filtering or purifying machinery and apparatus for gases	20.9	-	-	104.6
841590	Parts of air conditioning machines	16.3	-	-	71.9
847810	Machinery for preparing or making up tobacco	13.6	-	-	8.5

4) Vehicles other than railway, tramway (HS-87)

HS Code	Commodity	Dominican Republic's Global Imports (US\$ mn)	Dominican Republic's Imports from India (US\$ mn)	India's share in Dominican Republic's Global Imports (%)	India's Global Exports (US\$ mn)
870323	Automobiles w reciprocating piston engine displacing > 1500 cc to 3000 cc	350.0	-	-	835.5
870421	Diesel powered trucks with a GVW not exceeding five tonnes	96.7	-	-	271.1
871120	Motorcycles with reciprocating piston engine displacing > 50 cc to 250 cc	56.6	3.2	-	1753.4
870210	Diesel powered buses with a seating capacity of > nine persons	44.1	-	-	259.5
870422	Diesel powered trucks w a GVW exceeding five tonnes but not exceeding twenty tonnes	35.9	-	-	218.7
870322	Automobiles w reciprocating piston engine displacing > 1000 cc to 1500 cc	26.7	8.1	-	3236.8
871410	Parts and accessories of motorcycles, incl. mopeds	15.9	0.1	-	116.2
870321	Automobiles w reciprocating piston engine displacing not more than 1000 cc	13.9	0.2	-	1199.8
870899	Motor vehicle parts	13.2	0.1	-	2696.1
870190	Wheeled tractors	10.0	0.5	-	903.5

5) Cotton (HS-52)

HS Code	Commodity	Dominican Republic's Global Imports (US\$ mn)	Dominican Republic's Imports from India (US\$ mn)	India's share in Dominican Republic's Global Imports (%)	India's Global Exports (US\$ mn)
520511	Cotton yarn, >=85%, single, uncombd, >=714.29	107.9	-	-	168.6
520942	Denim fabrics of cotton, >=85%, more than 200 g/m2	37.9	1.5	-	275.1

6) Articles of iron or steel (HS-73)

HS Code	Commodity	Dominican Republic's Global Imports (US\$ mn)	Dominican Republic's Imports from India (US\$ mn)	India's share in Dominican Republic's Global Imports (%)	India's Global Exports (US\$ mn)
732690	Articles, iron or steel	53.8	0.1	-	454.7
730890	Structures & parts of structures, i/s (ex prefab buildings of heading no.9406)	19.2	0.7	-	418.0
731815	Bolts o screws with o without their nuts o washers, iron or steel	11.4	-	-	325.6
732393	Table, kitchen or other household art & parts thereof, stainless steel	9.3	0.3	-	359.4
732591	Balls, grinding and similar articles of iron or steel, cast for mills	7.7	0.1	-	172.8
730690	Tubes, pipe & hollow profiles, iron or steel, welded	5.2	-	-	152.9
731100	Containers for compressed or liquefied gas of iron or steel	4.8	0.1	-	101.6

ANNEXURE 11: COSTA RICA- POTENTIAL ITEMS OF INDIA'S EXPORTS AS PER 6-DIGIT HS COMMODITY CODE

1) Vehicles other than railway, tramway (HS-87)

HS Code	Commodity	Costa Rica's Global Imports (US\$ mn)	Costa Rica's Imports from India (US\$ mn)	India's share in Costa Rica's Global Imports (%)	India's Global Exports (US\$ mn)
870323	Automobiles w reciprocating piston engine displacing > 1500 cc to 3000 cc	320.7	0.9	0.3	835.5
870190	Wheeled tractors	21.7	0.6	2.5	903.5
870899	Motor vehicle parts	14.7	0.5	3.3	2696.1

2) Pharmaceutical products (HS-30)

HS Code	Commodity	Costa Rica's Global Imports (US\$ mn)	Costa Rica's Imports from India (US\$ mn)	India's share in Costa Rica's Global Imports (%)	India's Global Exports (US\$ mn)
300490	Medicaments in dosage	431.9	8.5	2.0	8288.9
300420	Antibiotics in dosage	28.9	0.5	1.8	911.6
300220	Vaccines, human use	15.8	0.4	2.2	578.0

3) Machinery and instruments (HS-84)

HS Code	Commodity	Costa Rica's Global Imports (US\$ mn)	Costa Rica's Imports from India (US\$ mn)	India's share in Costa Rica's Global Imports (%)	India's Global Exports (US\$ mn)
848180	Taps, cocks, valves and similar appliances	45.0	-	-	717.7
847330	Parts & accessories of automatic data processing machines & units thereof	21.1	-	-	115.9
842230	Machines for filling container for aerated beverage	13.8	-	-	96.5
847990	Parts of machines & mechanical appliances having individual functions	12.8	-	-	138.2
842952	Shovels and excavators with a 360 revolving superstructure	12.6	0.1	1.1	145.8

4) Organic chemicals (HS-29)

HS Code	Commodity	Costa Rica's Global Imports (US\$ mn)	Costa Rica's Imports from India (US\$ mn)	India's share in Costa Rica's Global Imports (%)	India's Global Exports (US\$ mn)
290244	Mixed xylene isomers	11.6	-	-	106.8
293339	Heterocyclic compounds containing an unfused pyridine ring in the structure,	9.7	0.1	1.4	323.9
293190	Separate chemically defined organo-inorganic compounds (excl. organo-sulphur compounds and	5.5	-	-	110.5
292429	Cyclic amides and their derivatives salts thereof	4.4	-	-	109.5
293499	Nucleic acids and their salts, whether or not chemically defined	4.2	-	-	382.0

5) Electrical, electronic equipment (HS-85)

HS Code	Commodity	Costa Rica's Global Imports (US\$ mn)	Costa Rica's Imports from India (US\$ mn)	India's share in Costa Rica's Global Imports (%)	India's Global Exports (US\$ mn)
851712	Telephones for cellular networks mobile telephones or for other wireless	354.2	-	-	561.6
853400	Printed circuits	236.4	-	-	151.5
853710	Boards, panels, including numerical control panels, for a voltage <=1000 V	68.3	0.1	0.2	321.7
851770	Parts of telephone sets, telephones for cellular networks or for other	67.6	-	-	501.9
851762	Machines for the reception, conversion and transmission or regeneration	60.3	-	-	135.9
853690	Electrical app for switching circuits, not exceeding 1,000 V	41.9	0.1	0.2	201.5
850440	Static converters	30.0	-	-	453.3
850300	Parts of electric motors, generators, generating sets & rotary converters	29.2	-	-	248.2
853890	Parts for use with the apparatus of heading no. 85.35,85.36 or 85.37, nes	26.8	0.2	0.6	337.1
853650	Electrical switches for a voltage not exceeding 1,000 volts	18.2	-	-	114.4
852352	Cards incorporating one or more electronic integrated circuits smart c	10.9	-	-	102.0
853620	Automatic circuit breakers for a voltage not exceeding 1,000 volts	10.6	-	-	108.3
852871	Reception apparatus for television, whether or not incorporating radio	10.1	-	-	193.1

6) Articles of apparel, accessories, knit or crochet (HS-61)

HS Code	Commodity	Costa Rica's Global Imports (US\$ mn)	Costa Rica's Imports from India (US\$ mn)	India's share in Costa Rica's Global Imports (%)	India's Global Exports (US\$ mn)
610990	T-shirts,singlets and other vests,of other textile materials,knitted	8.8	0.3	3.7	894.0
610610	Womens/girls blouses and shirts, of cotton, knitted	5.5	-	-	119.3
610510	Mens/boys shirts, of cotton, knitted	5.0	-	-	355.1
611020	Pullovers, cardigans and similar articles of cotton, knitted	4.7	-	-	125.0
611120	Babies garments and clothing accessories of cotton, knitted	4.7	-	-	583.8
610462	Womens/girls trousers and shorts, of cotton, knitted	4.2	-	-	108.3

7) Iron and steel (HS-72)

HS Code	Commodity	Costa Rica's Global Imports (US\$ mn)	Costa Rica's Imports from India (US\$ mn)	India's share in Costa Rica's Global Imports (%)	India's Global Exports (US\$ mn)
720839	Hot roll iron/steel nes, coil >600mm x <3mm	45.6	-	-	303.7
720918	Cold rolled iron/steel, coils >600mm x <0.5mm	44.7	-	-	218.6
722300	Wire of stainless steel	31.0	-	-	278.6
721070	Flat rolled prod,i/nas,painted, varnished or plast coated,>=600mm wide	20.0	-	-	319.8
721049	Flat rolled prod,i/nas,plated or coated with zinc,>=600mm wide	14.8	-	-	993.3
720917	Cold rolled iron/steel, coils >600mm x 0.5-1mm	10.4	-	-	125.2

ANNEXURE 12: PANAMA- POTENTIAL ITEMS OF INDIA'S EXPORTS AS PER 6-DIGIT HS COMMODITY CODE

1) Machinery and instruments (HS-84)

HS Code	Commodity	Panama's Global Imports (US\$ mn)	Panama's Imports from India (US\$ mn)	India's share in Panama's Global Imports (%)	India's Global Exports (US\$ mn)
842952	Shovels and excavators with a 360 revolving superstructure	46.0	1.9	4.1	145.8
848180	Taps, cocks, valves and similar appliances	40.8	-	-	717.7
843149	Parts of cranes, work-trucks, shovels, and other construction machinery	37.2	-	-	332.0
840999	Parts for diesel and semi-diesel engines	19.6	0.2	1.0	584.9
847490	Parts of sorting/screening/mixing/crushing/grinding/ washing	14.6	-	-	147.2
847330	Parts& accessories of automatic data processing machines& units thereof	13.6	-	-	115.9
841821	Refrigerators, household type, compression-type	12.6	-	-	131.4
841370	Centrifugal pumps	12.0	0.1	0.6	201.5

2) Vehicles other than railway, tramway (HS-87)

HS Code	Commodity	Panama's Global Imports (US\$ mn)	Panama's Imports from India (US\$ mn)	India's share in Panama's Global Imports (%)	India's Global Exports (US\$ mn)
870323	Automobiles w reciprocating piston engine displacing > 1500 cc to 3000 cc	356.0	0.8	0.2	835.5
870210	Diesel powered buses with a seating capacity of > nine persons	51.5	-	-	259.5
870421	Diesel powered trucks with a GVW not exceeding five tonnes	46.7	0.9	2.0	271.1
870899	Motor vehicle parts	46.5	0.7	1.6	2696.1
870422	Diesel powered trucks w a GVW exceeding five tonnes but not exceeding twenty tonnes	32.5	-	-	218.7
870830	Brakes and servo-brakes and their parts, for tractors, motor vehicles	7.2	-	-	156.6

3) Electrical, electronic equipment (HS-85)

HS Code	Commodity	Panama's Global Imports (US\$ mn)	Panama's Imports from India (US\$ mn)	India's share in Panama's Global Imports (%)	India's Global Exports (US\$ mn)
851712	Telephones for cellular networks mobile tele-phones or for other wireless	86.6	-	-	561.6
851762	Machines for the reception, conversion and transmission or regeneration	78.4	-	-	135.9
853710	Boards, panels, Including numerical control panels, for a voltage <=1000 V	36.6	-	-	321.7
854460	Electric conductors, for a voltage exceeding 1,000 V,	26.0	-	-	259.9
853720	Boards, panels, including numerical control panels, for a voltage > 1,000 V	24.8	-	-	104.2
850440	Static converters	18.8	-	-	453.3
851769	Apparatus for the transmission or reception of voice, images or other	17.3	0.4	2.3	105.6
852990	Parts suitable f use solely/princ w the app of headings 85.25 to 85.28	16.2	-	-	133.6
850421	Liquid dielectric transformers having a power handling capacity <= 650 KVA	10.7	-	-	122.7

4) Articles of iron or steel (HS-73)

HS Code	Commodity	Panama's Global Imports (US\$ mn)	Panama's Imports from India (US\$ mn)	India's share in Panama's Global Imports (%)	India's Global Exports (US\$ mn)
730890	Structures & parts of structures, i/s (ex prefab building of heading no.9406)	415.1	0.2	0.1	418.0
730630	Tubes, pipe & hollow profiles, iron welded, of circ cross sect	31.3	-	-	183.9
732690	Articles, iron or steel	31.1	0.1	0.2	454.7
730840	Props & similar equipment for scaffolding, shuttering/pit-propping	20.5	0.1	0.7	145.1
731210	Stranded wire, ropes & cables of iron or steel, not electrically insulated	13.6	0.2	1.1	101.8
731815	Bolts o screws with o without their nuts o washers, iron o steel	13.4	0.3	2.2	325.6

5) Iron and steel (HS-72)

HS Code	Commodity	Panama's Global Imports (US\$ mn)	Panama's Imports from India (US\$ mn)	India's share in Panama's Global Imports (%)	India's Global Exports (US\$ mn)
721049	Flat rolled product, i/nas, plated or coated with zinc, >/=600mm wide	57.4	0.7	-	993.3
721070	Flat rolled prod, i/nas, painted, varnished or plastic coated, >/=600mm wide	29.4	0.6	-	319.8

6) Pharmaceutical products (HS-30)

HS Code	Commodity	Panama's Global Imports (US\$ mn)	Panama's Imports from India (US\$ mn)	India's share in Panama's Global Imports (%)	India's Global Exports (US\$ mn)
300490	Medicaments in dosage	259.6	6.3	2.4	8288.9

7) Cereals (HS-10)

HS Code	Commodity	Panama's Global Imports (US\$ mn)	Panama's Imports from India (US\$ mn)	India's share in Panama's Global Imports (%)	India's Global Exports (US\$ mn)
100590	Maize (corn)	80.5	-	-	808.5
100630	Rice, semi-milled or wholly milled, whether or not polished or glazed	33.1	-	-	7537.7

ANNEXURE 13: PARAGUAY- POTENTIAL ITEMS OF INDIA'S EXPORTS AS PER 6-DIGIT HS COMMODITY CODE

1) Mineral fuels, oils, distillation products, etc (HS-27)

HS Code	Commodity	Paraguay's Global Imports (US\$ mn)	Paraguay's Imports from India (US\$ mn)	India's share in Paraguay's Global Imports (%)	India's Global Exports (US\$ mn)
271019	Other petroleum oils and preparations	1373.7	1.3	0.1	40682.2
271012	Light petroleum oils and preparations	419.8	-	-	19742.8
271119	Petroleum gases and other gaseous hydrocarbons liquefied	51.8	-	-	252.7

2) Electrical, electronic equipment (HS-85)

HS Code	Commodity	Paraguay's Global Imports (US\$ mn)	Paraguay's Imports from India (US\$ mn)	India's share in Paraguay's Global Imports (%)	India's Global Exports (US\$ mn)
851712	Telephones for cellular networks mobile telephones or for other wireless	467.2	-	-	561.6
852871	Reception apparatus for television, whether or not incorporating radio	90.2	-	-	193.1
851762	Machines for the reception, conversion and transmission or regeneration	90.1	0.2	0.2	135.9
851770	Parts of telephone sets, telephones for cellular networks or for other	53.1	-	-	501.9
850423	Liquid dielectric transfer having a power handling capacity exceeding 10,000 KVA	25.8	0.7	2.6	143.9
850440	Static converters	25.1	-	-	453.3
853690	Electrical app for switching/protec elec circuits, not exceding 1,000 V	12.4	-	-	201.5
853710	Boards, panels, including numerical control panels, for a voltage <=1000 V	10.6	-	-	321.7

3) Machinery and instruments (HS-84)

HS Code	Commodity	Paraguay's Global Imports (US\$ mn)	Paraguay's Imports from India (US\$ mn)	India's share in Paraguay's Global Imports (%)	India's Global Exports (US\$ mn)
847330	Parts & accessories of automatic data processing machines & units thereof	59.9	-	-	115.9
847989	Machines & mechanical appliances having individual functions	29.6	-	-	344.1
842952	Shovels and excavators with a 360 revolving superstructure	22.0	0.5	2.4	145.8
848180	Taps, cocks, valves and similar appliances	21.1	-	-	717.7
840999	Parts for diesel and semi-diesel engines	16.7	-	-	584.9
841370	Centrifugal pumps	10.0	-	-	201.5

4) Vehicles other than railway, tramway (HS-87)

HS Code	Commodity	Paraguay's Global Imports (US\$ mn)	Paraguay's Imports from India (US\$ mn)	India's share in Paraguay's Global Imports (%)	India's Global Exports (US\$ mn)
870421	Diesel powered trucks with a GVW not exceeding five tonnes	203.7	4.0	2.0	271.1
870323	Automobiles w reciprocating piston engine displacing > 1500 cc to 3000 cc	134.2	0.9	0.6	835.5
870333	Automobiles with diesel engine displacing more than 2500 cc	75.9	-	-	11.5
871120	Motorcycles with reciprocating piston engine displacing > 50 cc to 250 cc	70.8	3.0	4.2	1753.4
870422	Diesel powered trucks w a GVW exceeding five tonnes but not exceeding twenty tonnes	21.6	-	-	218.7
870210	Diesel powered buses with a seating capacity of > nine persons	19.1	-	-	259.5
871410	Parts and accessories of motorcycles, incl. mopeds,	12.6	-	-	116.2
870830	Brakes and servo-brakes and their parts, for tractors, motor vehicles	10.1	-	-	156.6

5) Iron and steel (HS-72)

HS Code	Commodity	Paraguay's Global Imports (US\$ mn)	Paraguay's Imports from India (US\$ mn)	India's share in Paraguay's Global Imports (%)	India's Global Exports (US\$ mn)
721420	Bars & rods of iron or non-alloy steel, with indentations, ribs, grooves or other deformations produced during the rolling process	66.3	-	-	8.3
720839	Hot roll iron/steel coil >600mm x <3mm	24.1	-	-	303.7
720837	Hot roll iron/steel coil >600mm x 4.75-10mm	18.9	-	-	112.5

6) Pharmaceutical products (HS-30)

HS Code	Commodity	Paraguay's Global Imports (US\$ mn)	Paraguay's Imports from India (US\$ mn)	India's share in Paraguay's Global Imports (%)	India's Global Exports (US\$ mn)
300490	Medicaments in dosage	83.7	1.1	1.4	8288.9
300420	Antibiotics in dosage	8.5	0.1	1.1	911.6
300450	Vitamins and their derivatives, in dosage	7.4	0.1	1.4	251.3

7) Organic chemicals (HS-29)

HS Code	Commodity	Paraguay's Global Imports (US\$ mn)	Paraguay's Imports from India (US\$ mn)	India's share in Paraguay's Global Imports (%)	India's Global Exports (US\$ mn)
293339	Heterocyclic compounds containing an unfused pyridine ring in the structure	22.6	0.1	0.4	323.9
293190	Separate chemically defined organo-inorganic compounds (excl. organo-sulphur compounds)	18.4	-	-	110.5

8) Articles of iron or steel (HS-73)

HS Code	Commodity	Paraguay's Global Imports (US\$ mn)	Paraguay's Imports from India (US\$ mn)	India's share in Paraguay's Global Imports (%)	India's Global Exports (US\$ mn)
732690	Articles, iron or steel	12.0	-	-	454.7
730890	Structures & parts of structures	9.6	-	-	418.0
730820	Towers and lattice masts, iron or steel	9.5	-	-	274.3
731815	Bolts o screws with or without their nuts o washers, iron o steel	8.5	-	-	325.6
732393	Table, kitchen or other household art& parts thereof, stainless steel	5.0	0.2	3.9	359.4

ANNEXURE 14: URUGUAY- POTENTIAL ITEMS OF INDIA'S EXPORTS AS PER 6-DIGIT HS COMMODITY CODE

1) Mineral fuels, oils, distillation products, etc (HS-27)

HS Code	Commodity	Uruguay's Global Imports (US\$ mn)	Uruguay's Imports from India (US\$ mn)	India's share in Uruguay's Global Imports (%)	India's Global Exports (US\$ mn)
271019	Other petroleum oils and preparations	303.8	1.0	0.3	40682.2
271012	Light petroleum oils and preparations	50.7	-	-	19742.8

2) Electrical, electronic equipment (HS-85)

HS Code	Commodity	Uruguay's Global Imports (US\$ mn)	Uruguay's Imports from India (US\$ mn)	India's share in Uruguay's Global Imports (%)	India's Global Exports (US\$ mn)
851712	Telephones for cellular networks mobile telephones or for other wireless	247.7	-	-	561.6
851762	Machines for the reception, conversion and transmission or regeneration	72.8	-	0.1	135.9
851770	Parts of telephone sets, telephones for cellular networks or for other	40.3	-	-	501.9
853720	Boards, panels, including numerical control panels, for a voltage > 1,000 V	19.5	-	-	104.2
850440	Static converters	18.3	0.2	1.0	453.3
854460	Electric conductors, for a voltage exceeding 1,000 V	16.5	-	-	259.9
854140	Photosensitive semiconductor device, photovoltaic cells& light emit diodes	16.4	-	-	174.7
852871	Reception apparatus for television, whether or not incorporating radio	15.9	-	-	193.1
853690	Electrical app for switching	14.6	0.1	0.5	201.5

3) Vehicles other than railway, tramway (HS-87)

HS Code	Commodity	Uruguay's Global Imports (US\$ mn)	Uruguay's Imports from India (US\$ mn)	India's share in Uruguay's Global Imports (%)	India's Global Exports (US\$ mn)
870323	Automobiles w reciprocating piston engine displacing > 1500 cc to 3000 cc	190.0	0.6	-	835.5
870899	Motor vehicle parts	147.8	0.8	-	2696.1
870322	Automobiles w reciprocating piston engine displacing > 1000 cc to 1500 cc	136.4	26.0	-	3236.8
870190	Wheeled tractors	78.5	3.9	-	903.5
870210	Diesel powered buses with a seating capacity of > nine persons	54.8	-	-	259.5
870421	Diesel powered trucks with a GVW not exceeding five tonnes	36.7	0.8	-	271.1
870422	Diesel powered trucks w a GVW exceeding five tonnes but not exceeding twenty tonnes	30.4	-	-	218.7
871120	Motorcycles with reciprocating piston engine displacing > 50 cc to 250 cc	23.4	0.5	-	1753.4

4) Plastics and articles (HS-39)

HS Code	Commodity	Uruguay's Global Imports (US\$ mn)	Uruguay's Imports from India (US\$ mn)	India's share in Uruguay's Global Imports (%)	India's Global Exports (US\$ mn)
392321	Sacks and bags (including cones) of polymers of ethylene	19.8	-	0.2	137.8
392410	Tableware and kitchenware of plastics	10.2	0.1	1.2	147.7

5) Pharmaceutical products (HS-30)

HS Code	Commodity	Uruguay's Global Imports (US\$ mn)	Uruguay's Imports from India (US\$ mn)	India's share in Uruguay's Global Imports (%)	India's Global Exports (US\$ mn)
300490	Medicaments in dosage	94.7	1.6	1.7	8288.9
300220	Vaccines, human use	17.6	0.4	2.2	578.0
300420	Antibiotics in dosage	10.7	-	-	911.6

6) Organic chemicals (HS-29)

HS Code	Commodity	Uruguay's Global Imports (US\$ mn)	Uruguay's Imports from India (US\$ mn)	India's share in Uruguay's Global Imports (%)	India's Global Exports (US\$ mn)
293359	Heterocycl compounds containing pyrimidin	21.0	-	-	179.9
293399	Heterocyclic compounds with nitrogen hetero-atom[s] only	18.8	0.6	3.2	439.1
293339	Heterocyclic compounds containing an unfused pyridine ring in the structure	14.1	0.1	0.6	323.9

7) Articles of iron or steel (HS-73)

HS Code	Commodity	Uruguay's Global Imports (US\$ mn)	Uruguay's Imports from India (US\$ mn)	India's share in Uruguay's Global Imports (%)	India's Global Exports (US\$ mn)
730890	Structures & parts of structures, i/s (ex prefab buildings)	37.7	0.9	2.4	418.0
732690	Articles, iron or steel	23.3	0.1	0.3	454.7

8) Iron and steel (HS-72)

HS Code	Commodity	Uruguay's Global Imports (US\$ mn)	Uruguay's Imports from India (US\$ mn)	India's share in Uruguay's Global Imports (%)	India's Global Exports (US\$ mn)
721070	Flat rolled product, i/nas, painted, varnished	13.4	-	-	319.8

ANNEXURE 15: EL SALVADOR - POTENTIAL ITEMS OF INDIA'S EXPORTS AS PER 6-DIGIT HS COMMODITY CODE

1) Electrical, electronic equipment (HS-85)

HS Code	Commodity	EI Salvador's Global Imports (US\$ mn)	EI Salvador's Imports from India (US\$ mn)	India's share in EI Salvador's Global Imports (%)	India's Global Exports (US\$ mn)
851712	Telephones for cellular networks mobile telephones or for other wireless	179.0	-	-	561.6
851762	Machines for the reception, conversion and transmission or regeneration	29.3	-	-	135.9
851769	Apparatus for the transmission or reception of voice, images or other	22.5	-	-	105.6
850440	Static converters	13.8	-	-	453.3
851770	Parts of telephone sets, telephones for cellular networks or for other	13.8	-	-	501.9
852352	Cards incorporating one or more electronic integrated circuits smart c	13.3	-	-	102.0

2) Machinery and instruments (HS-84)

HS Code	Commodity	EI Salvador's Global Imports (US\$ mn)	EI Salvador's Imports from India (US\$ mn)	India's share in EI Salvador's Global Imports (%)	India's Global Exports (US\$ mn)
848180	Taps, cocks, valves and similar appliances	15.3	-	-	717.7
840999	Parts for diesel and semi-diesel engines	9.3	-	-	584.9
847330	Parts& accessories of automatic data processing machines& units thereof	9.3	-	-	115.9
841821	Refrigerators, household type, compression-type	8.8	-	-	131.4
840991	Parts for spark-ignition type engines	8.2	0.1	1.0	283.3

3) Vehicles other than railway, tramway (HS-87)

HS Code	Commodity	EI Salvador's Global Imports (US\$ mn)	EI Salvador's Imports from India (US\$ mn)	India's share in EI Salvador's Global Imports (%)	India's Global Exports (US\$ mn)
870323	Automobiles w reciprocating piston engine displacing > 1500 cc to 3000 cc	79.9	-	-	835.5
870421	Diesel powered trucks with a GVW not exceeding five tonnes	64.4	-	-	271.1
870210	Diesel powered buses with a seating capacity of > nine persons	43.7	0.8	1.9	259.5
870899	Motor vehicle parts	12.5	0.2	1.9	2696.1

4) Cotton (HS-52)

HS Code	Commodity	EI Salvador's Global Imports (US\$ mn)	EI Salvador's Imports from India (US\$ mn)	India's share in EI Salvador's Global Imports (%)	India's Global Exports (US\$ mn)
520513	Cotton yarn, >=85%, single, uncombed, 232.56 > dtex >=192.31, not put up	64.7	-	-	169.9
520100	Cotton, not carded or combed	64.5	-	-	2821.7
520512	Cotton yarn, >=85%, single, uncombed, 714.29 > dtex >=232.56, not put up	63.4	0.1	0.2	565.0
520511	Cotton yarn, >=85%, single, uncombed, >=714.29 dtex, nt put up	17.2	-	-	168.6

5) Pharmaceutical products (HS-30)

HS Code	Commodity	EI Salvador's Global Imports (US\$ mn)	EI Salvador's Imports from India (US\$ mn)	India's share in EI Salvador's Global Imports (%)	India's Global Exports (US\$ mn)
300490	Medicaments in dosage	204.9	5.7	2.8	8288.9
300420	Antibiotics nes, in dosage	20.9	0.2	0.9	911.6
300450	Vitamins and their derivatives, in dosage	14.9	-	-	251.3

6) Iron and steel (HS-72)

HS Code	Commodity	EI Salvador's Global Imports (US\$ mn)	EI Salvador's Imports from India (US\$ mn)	India's share in EI Salvador's Global Imports (%)	India's Global Exports (US\$ mn)
720839	Hot roll iron/steel coil >600mm x <3mm	47.8	-	-	303.7
721049	Flat rolled prod,i/nas,plated or coated with zinc,>=600mm wide	28.6	-	-	993.3

7) Articles of apparel, accessories, knit or crochet (HS-61)

HS Code	Commodity	EI Salvador's Global Imports (US\$ mn)	EI Salvador's Imports from India (US\$ mn)	India's share in EI Salvador's Global Imports (%)	India's Global Exports (US\$ mn)
610910	T-shirts, singlets and other vests, of cotton, knitted	101.3	0.1	0.1	1827.7
610510	Mens/boys shirts, of cotton, knitted	8.5	-	0.4	355.1
610711	Mens/boys underpants and briefs, of cotton, knitted	6.4	-	-	187.1
610990	T-shirts, singlets and other vests, of other textile materials, knitted	5.4	-	0.1	894.0
611020	Pullovers, cardigans and similar articles of cotton, knitted	4.8	-	-	125.0
610462	Womens/girls trousers and shorts, of cotton, knitted	4.0	-	-	108.3

8) Cereals (HS-10)

HS Code	Commodity	EI Salvador's Global Imports (US\$ mn)	EI Salvador's Imports from India (US\$ mn)	India's share in EI Salvador's Global Imports (%)	India's Global Exports (US\$ mn)
100590	Maize (corn)	104.6	-	-	808.5
100199	Wheat and meslin (excl. seed for sowing, and durum wheat)	78.6	-	-	1014.3
100610	Rice in the husk (paddy or rough)	30.5	-	-	62.3
100640	Rice, broken	5.7	-	-	279.8
100630	Rice, semi-milled or wholly milled, whether or not polished or glazed	3.7	-	-	7537.7

9) Articles of iron or steel (HS-73)

HS Code	Commodity	EI Salvador's Global Imports (US\$ mn)	EI Salvador's Imports from India (US\$ mn)	India's share in EI Salvador's Global Imports (%)	India's Global Exports (US\$ mn)
730890	Structures& parts of structures, i/s (ex prefab buildings of heading no.9406)	17.7	-	-	418.0
732619	Articles of iron or steel, forged or stamped, but not further worked	13.3	-	-	383.7
730630	Tubes, pipe & hollow profiles ,iron, welded, of circ cross sect	10.2	-	-	183.9
731100	Containers for compressed or liquefied gas of iron or steel	7.4	-	-	101.6
732690	Articles, iron or steel	7.1	-	-	454.7
731815	Bolts o screws, with o without their nuts washers, iron o steel	4.5	-	-	325.6