

2025

MONTHLY E-NEWSLETTER

APRIL 2025

TRADE HORIZONS

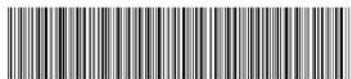
MEXICO-INDIA CONNECT

USD/MXN EXCHANGE RATE

-0.57 -2.80%: 1 US Dollar -
19.8824 Mexican Peso
(Banxico)

LEADERS OF INDMEX

Meet Mr. Miguel Angel Torres Tello, Co-Founder of Veraque Consulting and an IndMex member, supporting medical device manufacturers in Mexico, Costa Rica, and Colombia by securing regulatory approvals, identifying distributors, and facilitating market entry in the growing medical technology sector.



CONTENTS

01 HIGHLIGHT

Annual Business Forum
2025: Strengthening
Economic and Diplomatic
Ties.

03 ECONOMY IN INDIA

Cement, Manufacturing,
Automotive, Chemical
Industry, and Circular
Economy News

08 TOURISM

Leh-Ladakh: Where Heaven
Meets Earth.

09 ECONOMY IN MEXICO

Investment, IT, Negotiations,
Manufacturing, Monetary
Policy, and Quintana Roo-
Belize Collaboration News.

13 BILATERAL DEVELOPMENTS

Plastic, Construction
Industry, and Cultural Events
News.

16 LEADERS OF INDMEX

Mr. Miguel Angel Torres
Tello, Co-Founder of Veraque
Consulting.

18 UPCOMING EVENTS

April 2025 events in India.

19 INDMEX MEMBERS

Meet INDMEX Members
(Logos Featured).

ANNUAL BUSINESS FORUM 2025: STRENGTHENING ECONOMIC AND DIPLOMATIC TIES



The Annual Business Forum 2025, organized in collaboration with the Embassy of India in Mexico City, successfully brought together key stakeholders from the diplomatic, governmental, and business sectors. The gathering served as a platform to foster economic cooperation, strengthen bilateral trade, and explore new investment opportunities between India and Mexico.

The event welcomed distinguished guests, including H.E. Dr. Pankaj Sharma, Ambassador of India to Mexico; H.E. Dr. Vidal Llerenas Morales, Undersecretary of Industry and Commerce at the Ministry of Economy; H.E. Ms. Manola Zabalza Aldama, Secretary of Economic Development of Mexico City; Mr. Adalberto Ortiz Ávalos, President of COPARMEX Mexico City.

Mr. Adalberto Ortiz Ávalos, President of COPARMEX Mexico City; and Mr. Jagdish Nainwal, President of INDMEX. Additionally, a representative from the Ministry of Economy delivered remarks on behalf of H.E. Marcelo Ebrard, recognizing his role in the establishment of this Council in 2022.

A key highlight of the forum was the dialogue “Role of Mexico in the Changing Geopolitical and Geo-Economic Scenario: Opportunities for Enhancing Collaboration Between Mexico and India”, featuring H.E. Dr. José Antonio Meade, Board Member of HSBC and Former Minister of Foreign Affairs, Finance, Energy, and Social Development of Mexico, alongside Mr. Javier Treviño, Senior Vice President of Government Affairs at Walmart Mexico and Central America.



Their discussion provided valuable insights into Mexico's evolving position on the global stage and its potential for deepening economic ties with India.

The forum also included a panel discussion on "India and Mexico Economic Synergy: Advancing Trade, Investment, and Innovation in Automotive, Pharma, and Technology", moderated by Mr. Rajeev Gupta, Head Nearshore LATAM and Country Head Mexico at Tata Consultancy Services (TCS).

The panel featured Mr. Antonio Pascual Fera, President of ANAFARMEX; Mr. Francisco Cabeza, President of AMIVE; and Mr. Fernando Treviño, National Vice President for International and Labor Affairs of COPARMEX.

In recognition of their contributions to strengthening bilateral trade and investment, honorary memberships were awarded to ANAFARMEX, AMIVE, and COPARMEX Ciudad de México.

The forum reaffirmed India's expanding

footprint in Mexico and the vital role of government and private sector cooperation in strengthening commercial ties.

We extend our appreciation to the organizations that made this event possible, including UPL México, Zeux Lifesciences, Balaji JMC Paper Mill, Accord Farma México, Micro Labs Limited, JK Tornel México, Intercam Banco, and Intertec Agente de Seguros y de Fianzas.



India's Cement Industry: A Global Leader in Green Innovation and Sustainability

India's cement sector is rapidly emerging as a global benchmark for sustainability and efficiency, presenting exciting opportunities for investment. As the second-largest cement producer worldwide, India is taking bold steps to reduce its carbon footprint and embrace renewable energy — and Shree Cement is leading the charge.

With an impressive 56% of its power needs met through renewable sources like solar, wind, and Waste Heat Recovery (WHR) systems, Shree Cement stands out as an industry pioneer. The company has enhanced its green electricity capacity to 520 MW and is investing over Rs 450 crore to add 110 MW more, reinforcing its commitment to clean energy.

In addition, Shree Cement is at the forefront of low-carbon cement production, cutting emissions while maintaining high efficiency. This innovation-driven approach not only strengthens India's position in the global green energy transition but also makes the country's cement industry a prime destination for sustainable investment.

As India scales up its renewable energy integration and efficiency initiatives, the nation's cement sector offers unmatched potential for growth and collaboration — a unique opportunity for forward-thinking investors to be part of a greener, more sustainable future.

India Inc on the Move 2025: AI-Powered Innovation Transforming India's Manufacturing Future

India's manufacturing sector is gearing up for a transformative leap, with the sixth edition of India Inc On the Move (IIOTM) set to take place on February 19, 2025, at Hotel Andaz, Aerocity, New Delhi. Hosted by The Economic Times in association with Rockwell Automation, the event will showcase how AI-driven innovation and digital technologies are shaping the future of smart and sustainable manufacturing.



As India pushes to increase manufacturing's GDP contribution from 15.9% to 25% by 2030 under the Make in India initiative, the sector's evolution relies on automation, digitization, and AI integration. IIOTM 2025 will gather over 1,000 industry leaders and innovators for 35+ knowledge sessions and discussions featuring 50+ distinguished speakers from industries like automotive, life sciences, chemicals, and hi-tech.

The conference will focus on closing technological gaps and building smarter, more resilient operations, with key topics such as:

- Harnessing AI for efficiency and sustainability in manufacturing
- Empowering workers with connected technologies for smarter collaboration
- Exploring green manufacturing innovations in critical industries like cement, metals, and chemicals
- Promoting responsible AI use and leveraging data analytics for a sustainable energy transition

This high-impact event offers a unique platform for collaboration and investment, positioning India as a global leader in smart and sustainable manufacturing.

Indian Manufacturing's Quality Drive Led by Automotive and Chemical Sectors: CII Study



Indian manufacturers are enhancing quality standards, with the automotive and chemicals industries leading in adopting global certifications and protocols. This commitment to excellence aligns with international benchmarks, boosting export potential and revenue growth.

A recent study by the Confederation of Indian Industry (CII) titled "Raising the Standard: Quality Transformation of Indian Manufacturing" shows that sectors like capital goods and FMCG are also improving product quality and consistency, reinforcing India's ambition to become a trusted global manufacturing hub.

The report highlights the need for investments in advanced technology, upskilling initiatives, and robust Quality Management Plans (QMPs) to maintain high standards. Strengthening vendor management and fostering a "quality-first" culture are key to enhancing product reliability and customer satisfaction.

Deepak Shetty, Chairman of the Council on Manufacturing Excellence, CII, and CEO and Managing Director of JCB India Limited, described quality as the backbone of a sustainable and resilient manufacturing ecosystem, emphasizing the report's roadmap for achieving world-class standards.

Chandrajit Banerjee, Director General of CII, stressed that quality is a strategic differentiator shaping India's global competitive positioning, beyond product reliability and customer satisfaction.

The study calls for continuous improvement, digital tool integration, and proactive quality management. By prioritizing quality excellence, Indian manufacturers are poised to build global credibility and secure a leading role in international markets.

Tesla Expands Hiring in India Following Modi-Musk Meeting

Tesla has begun recruiting in India, posting 13 job openings in Mumbai and New Delhi just days after CEO Elon Musk met with Indian Prime Minister Narendra Modi. The positions, ranging from consumer engagement roles to store managers, were listed on Tesla's LinkedIn page.

Modi's recent visit to the U.S. included a discussion with Musk on topics such as space, mobility, technology, and innovation. While no official announcements followed, India's decision to reduce import taxes on high-end cars—from 110% to 70% for vehicles priced above \$40,000—may have influenced Tesla's move.

India has not been a major EV market, with just 100,000 units sold last year compared to China's 11 million. However, interest in electric vehicles is rising. Tesla has been laying the groundwork for its entry since 2021, though high tariffs previously hindered expansion. Musk has also expressed interest in bringing his satellite internet service, Starlink, to India.

While it remains unclear if Tesla will establish manufacturing operations in India, reports suggest the company has been scouting locations for factories and showrooms, signaling a potential long-term investment in the country.



India to Host 12th Regional Circular Economy Conference in Jaipur



India will welcome global and regional leaders to Jaipur from **March 3-5, 2025**, for the **12th Regional 3R and Circular Economy Conference** in Asia and the Pacific. Focused on the theme **“Realizing Circular Societies Towards Achieving SDGs and Carbon Neutrality”**, the event will gather over **500 international and domestic participants** for discussions, roundtables, and field visits to Jaipur's waste management facilities and heritage sites.

A dedicated **“India Pavilion”** will highlight the country's

achievements in the 3R (Reduce, Reuse, Recycle) and circular economy sectors, alongside an international trade and technology exhibition featuring over 40 Indian and Japanese businesses and start-ups.

The conference will conclude with the **“Jaipur Declaration”**, a strategic framework promoting a resource-efficient, circular economy across the Asia-Pacific region. This forum, launched by the United Nations Centre for Regional Development (UNCRD) in 2009, continues to drive sustainable practices and policy collaboration.

India's Chemical and Pharmaceutical Sector Poised for Global Dominance Amid Europe's Decline



India is fast becoming a global powerhouse in the Contract Development and Manufacturing Organization (CDMO) sector, thanks to government incentives, lower operational costs, and a favorable regulatory environment.

As Europe grapples with rising energy, labor, and regulatory expenses, multinational companies are shifting production to India, further enhancing the country's competitive edge.

According to a Nuvama report, India is scaling up production in fine chemicals, agrochemicals, specialty chemicals, and low-cost generic APIs, areas where Europe's higher costs and supply chain disruptions have led to a decline in market share.

While Europe still dominates high-value APIs and advanced drug formulations, its share in global chemical sales has dropped from 23% in 2008 to 13% in 2023, opening up opportunities for India's small-molecule pharmaceutical research and agrochemical exports.

This strategic shift positions India as a key investment destination, offering cost-effective production capabilities and a skilled workforce, making it an essential player in the global pharmaceutical and chemical supply chain.



TOURISM

LEH-LADAKH: WHERE
HEAVEN MEETS EARTH

Nestled high in the Indian Himalayas, Leh-Ladakh is a land of stark beauty and profound spirituality. Its rugged mountains, crystal-clear skies, and ancient monasteries create a landscape that feels both otherworldly and timeless. As the air grows thin and the prayer flags flutter, every visitor feels the enchantment of this remote paradise.

A Journey Through Leh's
Historic Heart

Leh, the capital of Ladakh, is a blend of history and modern charm. The nine-story Leh Palace, built in the 17th century, stands as a silent witness to Ladakh's royal past, reminiscent of the Potala Palace in Lhasa. Nearby, the bustling Main Bazaar offers a colorful array of local crafts, fresh produce, and traditional Tibetan wares. The aroma of butter tea and freshly baked momos wafts through the air, inviting travelers to indulge in local flavors.

Monasteries of Peace and
Wisdom

Ladakh's spiritual essence shines through its ancient monasteries, or gompas, perched on rocky cliffs and overlooking serene valleys. Thiksey Monastery, with its impressive Maitreya Buddha statue, and Hemis Monastery, renowned for its vibrant annual festival, offer glimpses into Tibetan Buddhist traditions. The prayer wheels spin and monks' chants fill the air, creating an atmosphere of tranquility and reflection.

Adventures in a High-
Altitude Desert

Beyond its spiritual heritage, Ladakh offers breathtaking natural wonders.

Pangong Lake, with its ever-changing shades of blue, stretches into Tibet, while the Nubra Valley's sand dunes provide a striking contrast to the snow-capped peaks. Travelers can explore these landscapes on camelback, by jeep, or through serene hikes, each path revealing Ladakh's raw, untouched beauty.

Cultural Festivals and
Vibrant Traditions

Ladakh's festivals bring its culture to life with music, dance, and vivid costumes. The Hemis Festival in June-July showcases mesmerizing masked dances, while the Ladakh Festival in September celebrates the region's rich heritage with parades and performances. These events offer a unique opportunity to experience the local spirit and hospitality.

Practical Tips for Visiting
Leh-Ladakh

Given its high altitude, acclimatization is crucial when arriving in Leh. Visitors are advised to take it easy for the first couple of days, drink plenty of water, and avoid strenuous activities. Warm clothing is essential, even in summer, as temperatures can drop sharply after sunset.



ECONOMY IN MEXICO

PLAN MEXICO: SHEINBAUM'S STRATEGY TO ATTRACT INVESTMENT AMID TRUMP'S ECONOMIC THREATS

Mexico is aiming for a major shift in its industrial policy with *Plan Mexico*. President Claudia Sheinbaum introduced this ambitious six-year strategy to secure \$277 billion in investments, reduce dependence on Asian imports—especially from China—and strengthen domestic and North American production. Although Sheinbaum insists the plan is not a reaction to Donald Trump's recent threats of imposing a 25% tariff on all Mexican imports, the initiative comes at a time of significant economic uncertainty. The country faces challenges such as Trump's trade threats, a slowdown in local consumption, and an overall economic deceleration. The plan sets ambitious goals: elevating Mexico into the world's top 10 economies, generating 1.5 million skilled manufacturing jobs, increasing domestic content in key industries by 15%, and training 150,000 professionals annually.

To initiate the strategy, Sheinbaum introduced tax incentives worth up to 30 billion pesos for companies investing in innovation. She argues that these subsidies will strengthen local businesses while optimizing support for foreign companies relocating to Mexico. The program will remain in effect until September 2030, with the largest incentives directed toward technology firms and designated support for small and medium-sized enterprises (SMEs).

However, analysts highlight risks tied to the U.S.'s increasingly protectionist stance. A Moody's Latin America specialist warns that Trump's policies could significantly impact Sheinbaum's objectives, potentially disrupting trade, restricting access to imported inputs, and slowing economic growth. If such challenges persist, Mexico could even face a recession in 2025.

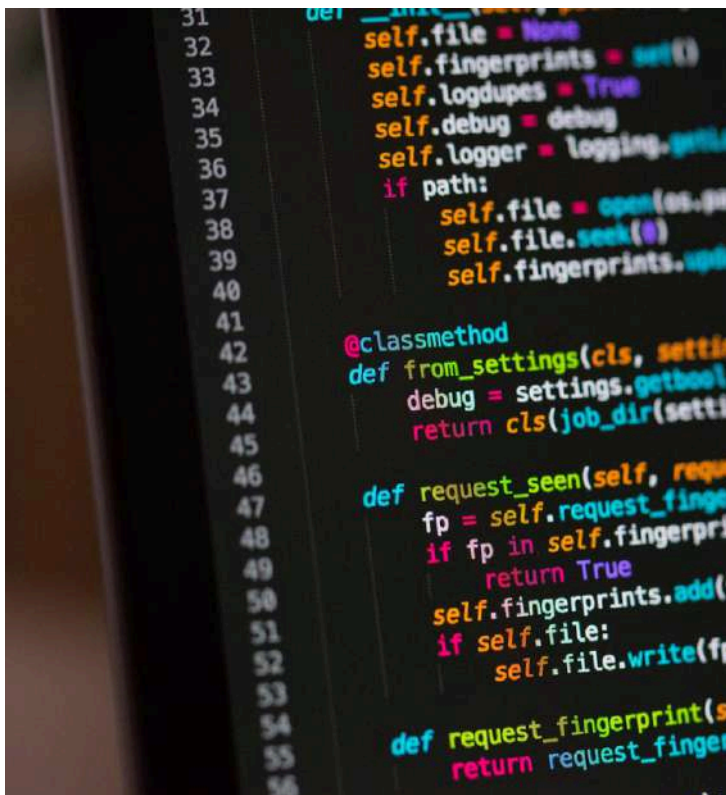
INDIAN TECH POWERHOUSE SETS SIGHTS ON MEXICO FOR EXPANSION

The leadership of ManageEngine, the IT management division of Zoho Corp., has identified Mexico as a key market for its global growth strategy.

"We are focused on expanding into strategic regions, and Mexico is a priority for us," stated CEO Rajesh Garesan. The company currently serves 1,800 customers in the country and aims to increase revenue in Mexico by 30% by 2025.

Zoho Corp. has an established presence in Mexico, with an office and a client base of 850 businesses, making it the most significant Spanish-speaking market in Latin America for the company.

According to Andrés Mendoza, Technical Director for Southern Europe and LATAM, ManageEngine plans to expand its workforce in Mexico this year.



MEXICAN BUSINESS LEADERS BACK SHEINBAUM'S NEGOTIATION EFFORTS WITH TRUMP

Business leaders in Mexico have shown strong support for President Claudia Sheinbaum, highlighting her ability to negotiate with US President Donald Trump. After a meeting with around 300 business representatives from sectors like steel, automotive, agriculture, finance, energy, and infrastructure, the president of the Business Coordinating Council, Francisco Cervantes, praised Sheinbaum and her government's efforts.

The meeting followed Sheinbaum's announcement that, in her call with Trump, she managed to delay the imposition of 25% tariffs on Mexican products for another month. The extension includes all products protected by the Mexico-United States-Canada Agreement (USMCA) and will last until April 2, when the US plans to announce reciprocal tariffs worldwide.

Prominent business leaders, like Claudio X. González Laporte of Kimberly Clark Mexico, argued that since Mexico has zero tariffs on US products, reciprocity should also mean zero tariffs. Guillermo Rosales Zárate, president of the Mexican Association of Automotive Distributors, expressed satisfaction with the government's achievements and commitment to strengthening the North American common agenda. Juan José Sierra, president of Coparmex, also stressed the importance of cooperation, especially on issues like drugs, fentanyl, migration, and trade relations with China.

MEXICO UNVEILS PLAN FOR SEMICONDUCTOR DESIGN AND MANUFACTURING

Edmundo Domínguez, National Coordinator of the Semiconductor Project and General Director of Innovation Wellbeing Mexico, has introduced a comprehensive initiative aimed at advancing the design and production of semiconductor chips—critical components in virtually all electronic devices.

The federal project, known as *Proyekt Kutsari*, is one of the key initiatives entrusted by President Claudia Sheinbaum to the Ministry of Science, Technology, Humanities, and Innovation, according to Minister Rosaura Ruiz.



The plan consists of two phases: the first focuses on establishing a Semiconductor Design Centre, leveraging the expertise of Mexican scientists and technologists. The second phase will initiate the production of traditional chips to meet domestic demand in sectors such as home appliances, automotive, and sensor technology—industries crucial to the country's economic and technological development.

A fundamental element of the strategy is the creation of a fully state-owned Semiconductor Design Centre by 2025. Additionally, by mid-2026, the government aims to define the optimal semiconductor manufacturing model, evaluating public, private, and joint venture approaches to determine the most suitable path for Mexico's semiconductor industry.

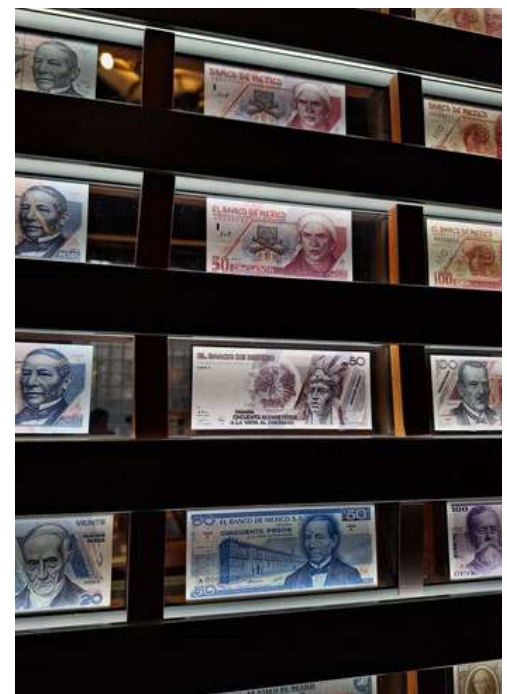
BANXICO LOWERS INTEREST RATE AND SIGNALS FURTHER ADJUSTMENTS

The Bank of Mexico (Banxico) accelerated its monetary easing by cutting the benchmark interest rate by 50 basis points, marking the first reduction of this magnitude since August 2020, bringing the rate to 9.50 percent. The central bank emphasized its commitment to recalibrating its monetary policy stance and did not rule out another adjustment of similar scale in the near future.

In its first monetary policy statement of the year, Banxico's Board of Governors acknowledged

significant progress in addressing the inflationary pressures caused by global shocks. The statement noted that the current phase requires lower interest rate levels to support economic stability.

Banxico also indicated that it expects the inflationary environment to permit a continued cycle of rate cuts while maintaining a restrictive stance. The bank will closely monitor the impact of economic slowdown, along with the effects of its ongoing tight monetary policy, to assess inflation trends over the forecast horizon.



BELIZE AND QUINTANA ROO DEEPEN TRADE AND INVESTMENT COLLABORATION



The Honorable Dr. Osmond Martinez, Minister of State for Foreign Trade in the Ministry of Foreign Affairs and Foreign Trade of Belize, met with a high-level delegation from the Secretariat of Economic Development of Quintana Roo to explore opportunities for strengthening trade and investment ties between Belize and the Mexican state.

Leading the Mexican delegation was Paul Carillo de Cáceres, Secretary of Economic Development, accompanied by key officials responsible for economic planning, investment promotion, industry development, and trade facilitation. The discussions focused on enhancing commercial connections, attracting investment, and

improving business cooperation to facilitate market access and logistics between both regions.

Minister Martinez highlighted Belize's interest in leveraging its ports to boost trade connectivity with Mexico, particularly as port renovations progress. Additionally, both parties explored transportation linkages, including the potential extension of the Tren Maya into Belize, which could unlock new opportunities for trade and tourism. The meeting also underscored the strategic importance of the Corozal and Chetumal Free Zones, with discussions on initiatives to enhance infrastructure, logistics, and investment attraction.

Minister Martinez reiterated that Belize offers a gateway for Mexican businesses to access the CARICOM market, provided they comply with Rules of Origin requirements through investments in Belize.

This engagement builds upon the Memorandum of Understanding (MOU) signed between Belize and Quintana Roo three years ago, which aims to promote private sector investment and economic integration. Minister Martinez emphasized the need for continued collaboration to fully realize the economic potential of both regions.



STRENGTHENING INDIA-MEXICO TRADE RELATIONS IN THE PLASTICS INDUSTRY

The Embassy of India in Mexico, in collaboration with the Trade and Commerce Council of India and Mexico (IndMex Council), the Plastics Export Promotion Council of India (Plexconcil), and the National Association of the Plastics Industry in Mexico (ANIPAC), successfully hosted a Buyers-Sellers Meet focused on the plastics sector.

This event provided a strategic platform for fostering business-to-business (B2B) collaborations and expanding trade opportunities between Indian and Mexican enterprises.

The event was honored by the presence of Ms. Marlene Frago Guilen, President of ANIPAC, and Mr. Vikram Bhaduria, Chairman of Plexconcil, whose leadership and commitment to strengthening international business partnerships were instrumental to the discussions.

A delegation of Indian plastic industry representatives also participated and will take part in Plastimagen 2025, further enhancing trade and cooperation between both nations.

As part of ongoing efforts to reinforce bilateral economic relations, honorary memberships were conferred upon Ms. Frago Guilen and Mr. Bhaduria in recognition of their contributions to fostering collaboration and innovation in the plastics sector. This initiative highlights the commitment to strengthening commercial ties between India and Mexico, supporting sustainable growth and long-term cooperation.

These developments mark a significant step in the deepening of trade relations between the two countries, paving the way for increased economic engagement and new business opportunities.

ADVANCING INDIA-MEXICO COOPERATION IN THE CONSTRUCTION INDUSTRY

The Embassy of India in Mexico City, in collaboration with the Trade and Commerce Council of India and Mexico (INDMEX), the Mexican Chamber of the Construction Industry (CMIC), and the National Association of Importers and Exporters of the Mexican Republic (ANIERM), successfully organized the Vibrant Buildcon Roadshow. This event served as a key platform to engage Mexican businesses in the construction and building materials sector, fostering trade and investment opportunities between both nations.

Delegates from the Chemicals and Allied Products Export Promotion Council of India (CAPEXIL) and Vibrant Buildcon provided insights into the growing trade in this sector and presented the opportunities available at the upcoming Vibrant Buildcon Expo, scheduled for April 13-16, 2025, in New Delhi, India.

The event was honored by the presence of Mr. Luis Méndez Jaled, President of CMIC, and Dr. José Gerardo Tajonar Castro, President of ANIERM, who shared their perspectives on strengthening business ties and technological collaboration between India and Mexico.



Discussions highlighted India's advancements in infrastructure and innovative construction materials, as well as Mexico's expertise in large-scale projects, emphasizing the mutual benefits of bilateral cooperation.

These initiatives mark a significant step in expanding access to high-potential markets, fostering strategic partnerships, and positioning Mexico and India as key players in the global construction industry.

INDIA DAY 2025: A VIBRANT CELEBRATION OF CULTURE AND FRIENDSHIP

On Sunday, February 9, 2025, India Day was celebrated at Teatro Angela Peralta in Polanco, Mexico City, bringing together the Indian diaspora and the Mexican community for an evening of cultural exchange. The event featured traditional and contemporary Indian dance performances, a Bollywood dance workshop, an Indian bazaar, and exciting raffle prizes. The celebration concluded with a special screening of RRR with Spanish subtitles, offering attendees a cinematic experience that highlighted Indian storytelling.

The event was made possible with the support of Alcaldía Miguel Hidalgo, under the leadership of Mayor Mauricio Tabe, and the Indian Association of Mexico. The strong cultural and economic ties between India and Mexico continue to grow, fostering greater understanding and collaboration between both nations.



LEADERS OF INDMEX

MIGUEL ANGEL TORRES TELLO



In a recent interview, Mr. Miguel Angel Torres Tello, Co-Founder of Veraque Consulting, shared insights into his role, highlighting his efforts in supporting medical device manufacturers, navigating regulatory processes, and ensuring market access in Mexico, Costa Rica, and Colombia.

When you assumed the role of Co-Founder at Veraque Consulting, what was your initial vision for the company's growth and impact in the medical device sector? How has that vision evolved over time?

This is a market of constant growth and therefore an opportunity for us to support those manufacturers looking to extend their blueprint over other countries. About how our vision has evolved, 10-15 years ago, players from India or China did not have a good perception in the market. Today, this has changed and countries all over the world are accepting alternatives due to high costs and the high quality provided. Therefore, we have adapted ourselves to the culture from these new players.

What do you consider to be the main opportunities and challenges facing the medical device industry today, particularly in the regions and markets where Veraque Consulting operates?

The main challenges are the risks of finding suitable partners. Everyday we talk with our clients about difficulties on finding partners that cover all their needs. Another important challenge is the timelines to receive the sanitary authorizations in each market. This requires strategic planning from the manufacturers.

The opportunities for the Latam region are that all these markets are constantly expanding with increasing old populations. These is undoubtedly correlated with the medical technology requirements.

What are some of the key services that Veraque Consulting provides for the medical device sector, and how do these services create value for companies looking to enter or expand this market?

Our main services:

- i. Registration Holding Service – Which is a legal entity that represents the manufacturer before the local Health Regulators.
- ii. Consulting Services – Where we prepare, submit and maintain different types of sanitary authorizations (a requirement to start selling products).
- iii. Distributor Search – We have an extensive network of distributors that can be a good starting point to evaluate the market.

Main values:

- i. Registration Holding Service: You have an independent entity representing you and are not subject to exclusive contracts with distributors.
- ii. Consulting Services: Work with an experienced firm that will not only get your authorizations but will maintain them and guide you during all the life-cycle of the product.
- iii. Distributor Search: We have validated these points of contact and generally they provide first-hand marketing information to take well-informed strategies.

About Miguel Angel

Miguel Angel Torres Tello is a Biomedical Engineer with a master's in finance by the EGADE Tec de Monterrey. He is the Co-Founder of Veraque Consulting since 2019. Veraque is focused on supporting medical device and in-vitro diagnostic manufacturers to get access to countries like Mexico, Costa Rica and Colombia. Specifically, with regulatory & quality affairs services. Miguel has more than 15 years of experience in the field and with special interest to new technologies. He has supported through Veraque over 100 manufacturers that are looking for new distributors, a sanitary legal representative (holder) or consulting to receive their sanitary authorizations.

Reflecting on your experience as Co-Founder at Veraque Consulting, are there specific strategies or initiatives in regulatory compliance, market access, or business development that you consider particularly successful? Conversely, are there any you would have approached differently?

The main strategy in regulatory compliance is to first get a realistic timeline to get access to the market. Based on that you can approach with a mid-term investment vision to start the regulatory process while looking for suitable partners. Conversely, we have found several manufacturers waiting for the best moment in the market to start the regulatory process but if, for instance, the regulatory process is a 1-2 year process and your market opportunity last 1 year, by the time you can start selling your products, that chance would have already gotten diluted.

UPCOMING TRADE AND COMMERCIAL EVENTS IN INDIA

1. BHARAT TELECOM 2025

Date & Venue:

April 7-8, 2025;
Taj Palace, New Delhi, India.

Organizer:

Telecom Equipment & Services Export Promotion Council (TEPC), with support from the Department of Telecommunications, Ministry of Communications, Government of India.

Description: Bharat Telecom 2025 (formerly India Telecom) is a premier platform connecting global buyers with India's leading telecom equipment manufacturers and ICT service providers through B2B meetings, exhibitions, and networking sessions. Attendees will explore cutting-edge innovations, establish long-term business partnerships, and participate in high-level industry discussions. TEPC offers travel reimbursements (up to \$800 for North and South American buyers) and complimentary accommodation for international delegates.

For more information: <https://bharat-telecom.com/96/website/>

2. VIBRANT BUILDCON 2025

Date & Venue:

April 13-16, 2025; Yashobhoomi,
New Delhi, India.

Organizer:

CAPEXIL – Chemical Export Promotion Council of India & Ministry of Commerce, Government of India.

Description: A premier platform fostering global trade and industry connections, Vibrant Buildcon aligns with the "Viksit Bharat" vision of Prime Minister Narendra Modi, promoting investment, economic growth, and innovation. This esteemed exhibition focuses on the construction, ceramics, and building materials industries, providing unparalleled networking and business opportunities.

International delegates may receive sponsorships covering travel reimbursements (up to \$2,500 for economy-class flights), hotel accommodation, and local transfers.

For more information: <https://vibrantbuildcon.com/about-vibrant-buildcons-directors/>

3. WAVES SUMMIT 2025

Date & Venue:

May 1-4, 2025;
Jio World Centre, Mumbai, India.

Organizer:

Ministry of Information & Broadcasting, NFDC Cinemas of India, Confederation of Indian Industries (CII), and the Federation of Indian Chambers of Commerce & Industry (FICCI), with support from key players in the Media & Entertainment sector.

Description: The WAVES Summit is a key forum for fostering discussions, collaboration, and innovation in the Media & Entertainment industry. The event will bring together industry leaders, stakeholders, and innovators to explore opportunities, challenges, and promote global trade, shaping the future of the sector.

WAVES Bazaar offers a collaborative platform where buyers can explore innovative projects, connect with sellers, and discover tailored solutions. Sellers can showcase their projects and connect with potential buyers to unlock new business opportunities.

For more information: <https://wavesindia.org/>



For feedback & comments, please contact:

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OUR INDMEX MEMBERS



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