



World Association for Small and Medium Enterprises

Comprehensive Report

on

Exclusive Interaction with

H.E. Mr. Alonso Correa Miguel,

Ambassador of the Republic of Panama

Thursday, 10 April 2025



Introduction

The World Association for Small and Medium Enterprises (WASME) organized an exclusive meeting featuring H.E. Mr. Alonso Correa Miguel, the Ambassador of the Republic of Panama to India. The event served as a high-level platform to explore strategic partnerships and investment opportunities between Indian MSMEs and Panamanian enterprises, with a core focus on Pharmaceuticals, Technology, Investment, and Innovation.



Vision and Mission of WASME

WASME, a globally recognized international organization, envisions inclusive, sustainable, and competitive growth of MSMEs worldwide. Its mission is to:

- Facilitate international cooperation among MSMEs.
- Advocate for MSME-friendly policies globally.
- Promote innovation, skills development, and access to global markets.
- Support digital transformation and sustainability practices for MSMEs.

Event Objectives

The interaction aimed to:

- Promote bilateral cooperation in trade and investment between India and Panama.
- Facilitate networking between Indian MSMEs and the Embassy of Panama.
- Identify potential areas of collaboration in pharma, tech, and innovation.
- Encourage direct dialogue with the Panamanian Ambassador to build mutual trust and long-term partnerships.

Highlights of the Session

Welcome Address by Dr. Sanjiv Layek, Executive Secretary, WASME, outlined WASME's global efforts in promoting MSME development and its focus on strategic international collaborations.

Keynote Remarks by H.E. Mr. Alonso Correa Miguel emphasized Panama's openness to trade, its strategic location as a logistics hub, and sectors ripe for collaboration with Indian businesses.

Technical Intervention by Mr. Naveen Sharma, Senior Advisor, WASME, on navigating trade with Latin American economies and innovative entry points for MSMEs.



Open House Interaction allowed participants to directly engage with the Ambassador and explore sector-specific questions and collaborative interests.

Achievements of WASME Highlighted During the Event

- Organized international and national conferences, summits, and exhibitions.
- Built partnerships with countries and international agencies.
- Instrumental in drafting and advising MSME-friendly policies across developing economies.
- Supported MSMEs in networking, funding, and capacity building.



Key Outcomes

Identification of at least five MSMEs exploring market access and distribution opportunities in Panama.

- Proposal for a Panama–India MSME Cooperation Desk to be facilitated by WASME.
- Agreement on exploring participation of Indian MSMEs in trade expos and innovation summits in Panama.
- Expression of interest by several Indian firms to consider Panama as a regional base for Latin American operations.

Participants

The event witnessed the participation of over 30 senior professionals from diverse sectors such as Pharma, Manufacturing, Startups, Consultancy, Green Technology, and Higher Education.

Some notable attendees included:

- Gaurav Saxena, Redeem Systems
- Vipin Shukla, Director, M TUKI Ayurveda
- Sandeep Mukherjee, CEO, ASM Consultancy
- Jaydip Mahanta, Director, Voxomos
- Sandeep Kumar, MD, Voxomos
- Poonam Dey, Manager, Athena Ventures
- Subodh Kaushik, Sr. Advisor, Mewar University
- P. K. Chaudhary, Director, Pswitch Services Pvt. Ltd.
- Mamta Gupta, Director, U2CA Construction Pvt. Ltd.



Conclusion

The Exclusive B2B Meeting with H.E. Mr. Alonso Correa Miguel marked a significant step in strengthening MSME ties between India and Panama. The event successfully catalyzed fresh dialogues and set the foundation for long-term institutional cooperation. WASME remains committed to facilitating similar high-impact engagements in its continued efforts to globalize Indian MSMEs.





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