



World Association for Small and Medium Enterprises

Report

on

The Ecuador Delegation Meeting with WASME

Date: 20th March 2025

Venue: New Delhi

Introduction

A high-level delegation from Ecuador, led by H.E. Mr. Fernando Bucheli, Ambassador of Ecuador, engaged in a productive discussion with WASME representatives, led by Dr. Sanjiv Layek, Executive Secretary, and Mr. Naveen Sharma, Senior Advisor, WASME. The meeting focused on fostering business collaborations, facilitating MSME partnerships, and strengthening bilateral economic ties between Ecuador and India.

Delegation Members from Ecuador

- 1.H.E. Mr. Fernando Bucheli - Ambassador of Ecuador in New Delhi, India
- 2.Ms. Carolina Maldonado - Executive Director, Pro Ecuador (Institute for Promotion of Ecuador)
- 3.Ms. Paulina Durango - President, Indo Ecuador Chamber of Commerce, Ecuador
- 4.Ms. Cristina Chiriboga - Head of Commercial Office, Embassy of Ecuador in Mumbai, India
- 5.Mr. Guslain Wattel - Representative, Cosmetic Business, Ecuador
- 6.Mr. Satender Singh Negi - Commercial and Administrative Assistant, Embassy of Ecuador in New Delhi, India



Team Ecuador & WASME

(Left to Right) Mr. Guslain Wattel – Representative, Cosmetic Business, Ecuador, Ms. Paulina Durango – President, Indo Ecuador Chamber of Commerce, Ecuador, Mr. Naveen Sharma, Senior Advisor, WASME, Ms. Carolina Maldonado – Executive Director, Pro Ecuador (Institute for Promotion of Ecuador), Dr. Sanjiv Layek, Executive Secretary, WASME, H.E. Mr. Fernando Bucheli – Ambassador of Ecuador in New Delhi, India, Mr. Satender Singh Negi – Commercial and Administrative Assistant, Embassy of Ecuador in New Delhi, India & Ms. Cristina Chiriboga – Head of Commercial Office, Embassy of Ecuador in Mumbai, India

Key Discussion Points

1. Delegation to Ecuador

- WASME will lead a business delegation to Ecuador in June/July 2025.
- The visit aims to explore business opportunities, enhance bilateral trade, and strengthen MSME collaborations.

2. MoU Signing with Indo Ecuador Chamber of Commerce

- Ms. Paulina Durango, President, Indo Ecuador Chamber of Commerce, expressed keen interest in signing a Memorandum of Understanding (MoU) with WASME.
- The MoU will facilitate MSME partnerships and collaborations between the two countries.

3. B2B Meetings Proposal

- WASME proposed organizing a Business-to-Business (B2B) meeting between Indian and Ecuadorian organizations.
- This initiative aims to create networking opportunities and enhance business engagement in priority sectors.

4. Key Sectors Identified for Collaboration

- Agriculture: Fertilizers for irrigation, Agrotech, Bio-pesticides
- Information Technology (IT): Cybersecurity, Artificial Intelligence (AI)
- Energy: Solar Panels, Hydraulics, Biomassa
- Textiles: Opportunities in sustainable textile manufacturing and trade

Conclusion

The meeting marked a significant step in strengthening economic relations between Ecuador and India. Both parties expressed enthusiasm for future collaborations, including the proposed delegation visit, MoU signing, and sectoral partnerships.

WASME remains committed to facilitating MSME growth and fostering cross-border business engagements that will benefit both nations.

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