PRESS RELEASE

INDIA–CUBA VIRTUAL B2B MEET ON ELECTRONICS AND SOFTWARE HELD ON 18 NOVEMBER 2026

The Embassy of India, Havana, in collaboration with the Electronics and Computer Software Export Promotion Council (ESC), India, organised a Virtual Business-to-Business (B2B) Meet on electronics and software on 18 November 2026. The meeting was organised with the objective of bringing together Indian and Cuban companies in the information technology, electronics and software sectors, facilitating direct business interaction and exploring opportunities for trade and commercial cooperation. The event also aimed to promote participation of Cuban companies in INDIASOFT 2027, India's international business networking event for the IT and electronics industry.

2. The meeting was attended by Ambassador Shri Hansraj Singh Verma; Mr Gurmeet Singh, Executive Director, ESC, India; Ms Loida Rivera Fabre, Deputy Director, Asia and Oceania Division, Ministry of Foreign Trade and Investment of Cuba (MINCEX); the President of GELECT, and representatives of Indian and Cuban companies. While representatives of 20 Cuban companies participated physically at the Embassy, 25-30 Indian companies joined the meeting virtually from India.

3. Ambassador Shri Hansraj Singh Verma delivered the Welcome Address. He highlighted India's growing capabilities in the IT, electronics and software sectors and the considerable potential for expanding cooperation with Cuba. He emphasised the need to translate the longstanding friendship and close bilateral relations between the two countries into meaningful commercial partnerships. He encouraged the participating companies to use the platform to understand each other's capabilities, identify areas of mutual interest and pursue concrete business opportunities.

4. Mr Gurmeet Singh, Executive Director, ESC, delivered the Opening Remarks. He highlighted the role of ESC in promoting India's electronics and computer software exports and facilitating international business linkages. He underlined the importance of strengthening engagement with the Cuban business community and exploring opportunities for Indian companies in the Cuban market.

5. Ms Loida Rivera Fabre, Deputy Director, Asia and Oceania Division, MINCEX, addressed the meeting on behalf of the Cuban side. Her participation reflected the interest of the Cuban authorities in strengthening commercial engagement with India and promoting interaction between companies of the two

countries. The presence of MINCEX provided an important institutional dimension to the business interaction.

6. A video presentation on INDIASOFT was screened, highlighting the event as a platform for international business networking and engagement with Indian IT and electronics companies. The presentation was intended to familiarise Cuban companies with the opportunities available through participation in INDIASOFT 2027. This was followed by a presentation by the President of GELECT, Cuba, which provided Indian participants with an insight into the Cuban organisation and its areas of interest.

7. The main B2B session provided an opportunity for participating companies from both countries to introduce their organisations, products, services and areas of expertise. Indian companies made brief presentations highlighting their capabilities and offerings in the IT, electronics and software sectors. Cuban companies also introduced their organisations and shared their areas of business interest. The presentations were followed by an interactive question-and-answer session, during which participants exchanged views and explored possible areas of cooperation.

8. The interaction provided a useful platform for direct engagement between Indian and Cuban companies, enabling them to better understand each other's requirements and capabilities. Several Cuban companies expressed interest in developing business relationships with Indian companies and participating in INDIASOFT 2027. Their interest in participating in the event is a positive indication of the potential for further engagement between the business communities of the two countries.

9. The B2B Meet was a useful initiative towards strengthening India–Cuba commercial engagement in the IT, electronics and software sectors. It provided a platform for Indian companies to showcase their products and capabilities and for Cuban companies to explore potential business partnerships with Indian counterparts. The interest expressed by several Cuban companies in participating in INDIASOFT 2027 offers an opportunity to take this engagement forward.

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Havana, 18 November 20026