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Special Edition on **Uruguay & India** Relations



Pg - 5 **Uruguay**
*The Gateway for
Indian Businessmen and
Investors to South America*

H.E. Mr. Alberto A. Guani
Ambassador of Uruguay to India & GRULAC Coordinator
in India

Pg - 11 **Uruguay**
Latin America's outsourcing hub
Amit Mittal

*Tapping into Latin America's
Pharmaceutical Potential
Opportunities for Indian Companies*

By, Mr. Umang Patel
Pg - 13 Co-founder of Zenith Health Science and
expert having successfully set up export
operations in 40+ countries

Magazine
on International Trade,
Bilateral & Cultural Relations,
Art & Tourism



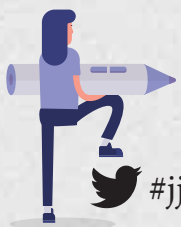
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Navigating the Uruguay India Partnership

Reflecting on the evolving relationship between Uruguay and India, we celebrate our achievements while critically examining areas for improvement. This edition delves into the intricacies of this bilateral partnership, emphasizing both strengths and opportunities for growth.

Our nations have built a diplomatic relationship grounded in mutual respect and shared values. However, there remain significant hurdles to overcome to fully realize the potential of our partnership. Historical milestones and diplomatic visits have laid a strong foundation, but we must ensure these interactions translate into tangible benefits for both countries.

Trade and investment between Uruguay and India have grown, yet the pace has often been inconsistent. The India-MERCOSUR Preferential Trade Agreement opened doors, but the full potential remains untapped. Indian companies have made commendable investments in Uruguay, particularly in the IT sector, but there's room for diversification into renewable energy and healthcare.

Cultural exchanges are a bright spot, showcasing the rich heritages of both nations. The enthusiasm for events like the International Day of Yoga in Uruguay is heartening and tango performances in India foster appreciation of Uruguayan culture. However, we must broaden the scope of such exchanges, creating more immersive and frequent interactions.

People-to-people connections are robust, with students, professionals and tourists contributing to mutual understanding. Yet, these ties are often underutilized. More structured programs and initiatives, such as educational exchanges and collaborative research projects, are needed.

Looking to the future, there's immense potential for collaboration on global challenges. Renewable energy, technology and healthcare offer promising avenues for cooperation. However, both nations must commit to removing bureaucratic obstacles and fostering an environment conducive to innovation and investment. A significant step would be for the Indian government to open an embassy in Uruguay, further facilitating diplomatic and economic engagements.

The relationship between Uruguay and India holds promise and potential. While there's much to celebrate, we must approach this partnership with a critical eye, recognizing areas requiring attention and improvement. By doing so, we can build a more resilient and dynamic relationship that benefits our countries and sets an example for international cooperation.

Jjuliaa Gangwani, Chief Consulting Editor

Uruguay

The Gateway for Indian Businessmen and Investors to South America

Q. Ambassador, we interviewed with you two years ago upon your initial arrival in India. During your tenure as Ambassador to India, what have been the primary focal points on your agenda? Have there been noteworthy accomplishments or significant challenges during this time?

When I first arrived in India, we faced the issue of COVID-19, which, of course, limited many activities. However, after overcoming those difficult times, we are now looking forward to fostering a much closer relationship with India. This means we aim to have more political contact.

Diplomatic Relations and Milestones

Q. Last year, you celebrated 75 years of diplomatic relations with India. Could you share any memorable moments or milestones during this enduring partnership? How has this relationship evolved over the years?

During my tenure, we have had two visits from our Vice Minister of Foreign Affairs, Dr. Nicolás Albertoni, who has engaged with Indian authorities. We have initiated efforts to push for an agreement in the audiovisual sector, aiming for Indian movie productions to be



H.E. Mr. Alberto A. Guani

*Ambassador of Uruguay to India &
GRULAC Coordinator in India*

done in Uruguay. This is still a pending issue. We are also working on a Bilateral Investment Treaty (BIT) and an agricultural Memorandum of Understanding (MOU). Additionally, we are exploring opportunities in renewable energies and IT technology. Uruguay is the largest software producer in South America and we want to enhance this sector.

Diplomatic Initiatives and Challenges

Q. What recent initiatives have strengthened the diplomatic ties between India and Uruguay? Are there any upcoming joint projects or agreements you would like to

highlight?

Through our political consultations, which are part of an agreement between the MEA of India and our Ministry of Foreign Affairs, we aim to enhance our relationship. Uruguay has assumed the presidency of MERCOSUR and we are looking to strengthen the agreement we have had since 2009. India is increasingly looking towards South America and the results have been promising.

One of my biggest challenges is to expand our presence in India by opening consulates in Chandigarh and Bangalore. We are awaiting a response from the Ministry of Foreign Affairs

on this. Additionally, we are exploring the possibility of India opening an embassy in Uruguay. These steps would significantly enhance our bilateral relationship, which is currently managed by the Indian embassy in Argentina, as there is no general consulate of India in Uruguay.

Business and Future Prospects

We believe Indian businesses must see Uruguay as a hub for doing business in the region. Tata Consulting has been in Uruguay for 20 years, successfully expanding to the rest of South America from there. Another company, Infogain, has also established itself in Uruguay during my tenure and they see great potential. We think many other Indian companies can follow suit. Uruguay has nearly 14 free zones where investors receive special treatment, with no distinction between Uruguayan and foreign investors. We offer numerous facilities, including tax deductions.

We are also promoting the expansion of pharmaceuticals and exploring opportunities in outer space. Although it may seem surprising, Uruguay is involved in building satellites, drones and robots and we see the potential for collaboration with India in these areas. We have an interesting and up-to-date agenda and we are enthusiastic about realizing these goals during the remaining months/years of my stay in India.

Renewable Energy and Technology

Q. Thank you for your insights. Your country's commendable efforts in harnessing renewable energy, particularly through the utilization of natural resources such as wind energy are truly noteworthy. Is Uruguay seeking investment opportunities from India in the renewable energy sector?

An Uruguayan company has set up operations in Noida, India, focusing on building boilers. They have already installed nine across the country and aim to expand to a thousand. These boilers help manage agricultural waste, converting it into energy, which contributes to reducing pollution in India. This is a crucial and beneficial initiative and we are eager to see its progress.

Q. Uruguay is a global leader in renewable energy. How can India learn from Uruguay's experience in achieving a sustainable energy mix?

Our experience in renewable energy is extensive. We have established a special regime for investors in various sectors, with significant contributions from state-owned companies. Uruguay has around 50 wind parks and is progressing in solar energy. We are also part of the International Solar Alliance and are working on parliamentary approval to formalise this in New Delhi.

Moreover, we are advancing in hydrogen production. India is

already quite developed in this area, producing hydrogen-fueled buses. We see potential for collaboration in green hydrogen. Uruguay is at a crucial stage in developing renewable energy transportation, and we are ahead of the region in this regard. Collaborating with India on transportation-related projects, especially two-wheelers and automobiles, could be highly beneficial. We believe this sector offers exciting opportunities for both countries.

Achievements and Agri-Business

Q. I would like to ask whether Uruguay is actively seeking investment opportunities in the agri-business sector or if the country is focused on achieving self-sufficiency and expanding its agri-business globally.

Our region is considered the next agricultural frontier. In the future, India will likely need to import more food due to its high population growth, which may outpace domestic production. We are working on several projects, such as expanding the use of soya for human consumption and developing a special type of rice not currently produced in India. These are promising products that we could develop together and we believe many Indian investors might be interested in buying land and increasing production.

Influence of Brazil and

Argentina

Q. Ambassador, before I come to my last two important questions, Uruguay is surrounded by two giants, Brazil and Argentina. How do they influence Uruguay culturally and in terms of trade? Could you shed some light for our readers?

We have lived alongside Brazil and Argentina since our independence, and they have always been our main partners. Our international engagement began with them. However, in recent years, due to their internal challenges, we have had to distance ourselves a bit and look more towards the rest of the world.

When Argentina and Brazil are in a good position, it reflects positively on us globally. Their success is very important to us. However, Uruguay has had to take some independent steps recently. It is crucial for us to not only maintain close ties with them but also engage more with the rest of South America. Unfortunately, we do not trade as much with our regional partners as we should and we need to improve in this area.

I am pleased that India is increasingly looking towards our region. Uruguay is the seat of the MERCOSUR Secretariat, the Latin American Integration Association (ALADI), and the Postal Union of the Americas, Spain and Portugal (UPAEP). We have often tried to position ourselves as the “Brussels of South America,” hosting various initiatives. This platform allows

us to engage with the rest of the continent and we are eager to energize these efforts further.

Uruguay’s Presidency of MERCOSUR

Q. Could you clarify Uruguay’s current role in MERCOSUR? What are the plans for your presidency in terms of culture and cuisine?

Yes, Uruguay is currently holding the presidency of MERCOSUR. Our plans include promoting cultural and culinary exchanges to strengthen our ties and showcase the diverse cultural landscape of South America.

Engaging the Younger Generation

Q. Ambassador, given India’s large and youthful population, do you have any plans to involve the younger generation in bilateral relations? Don’t you think it’s crucial for our bilateral relationship? How can we encourage student exchange, academic collaboration and cultural programs between our two nations?

We definitely need to move in that direction. There is great potential because India’s young population is highly qualified. Their integration into Uruguay would not be difficult, especially since English proficiency is widespread. We have already made agreements between universities to facilitate Uruguayan students coming to India and vice versa. This university-level approach is the

first step. Additionally, there are many areas, particularly IT, where we need specialized personnel. Indian students, well-prepared in this field, are a perfect match for our needs.

Promoting Uruguay as a Tourist Destination

Q. Uruguay has beautiful beaches, historic towns and natural resources. How can we promote Uruguay as a tourist destination for Indian travellers? How can Uruguay make an impact in both Bollywood and as a wedding destination in India?

These are crucial and powerful goals for us. Firstly, as mentioned earlier, we aim to have Indian film productions in Uruguay, which would greatly expand our horizons. Increasing connectivity with the region is essential, as travelling from India to Uruguay currently involves multiple stopovers and long flight times. Reestablishing the pre-COVID flight frequency between Delhi and Madrid would make travel easier, allowing for a stopover in Madrid before continuing to Uruguay.

Many Indians may not know that Uruguay has the only Buddhist temple in South America, which is an important attraction. Additionally, we have beautiful natural forests, unpolluted beaches and excellent gastronomy and wines that we want to introduce to India. Despite the distance, visitors will find Uruguayans very friendly and welcoming. Those who visit often want to

return, which is the best testament to our hospitality. We believe Indian travelers would be very welcome and enjoy their time in Uruguay.

Uruguayan Wines in the Indian Market

Q. Ambassador, you mentioned Uruguayan wines, which have been gaining recognition worldwide for their quality and unique characteristics. How has the Indian market responded to Uruguayan wine since its launch last year during your National Day? Are there any specific varieties or wineries that have made an impact on the Indian market?

We are still working on consolidating that impact. We are looking for a serious representative to handle these issues. We plan to hold a promotional event in October. The unique characteristics of our wines, particularly the tannin-rich Tannat, are special and would be greatly appreciated in this market. Drinking Uruguayan wine is said to keep you young, energetic and youthful personality!

We believe the taste and quality of our wines make them stand out. Uruguay is on par with the best wine producers in the world, such as Chile, Argentina, Australia, New Zealand and South Africa. We have already demonstrated the great quality of our wines and we are confident that once Indian consumers discover them, they will find our wines very

particular and enjoyable.

Cultural Exchange and Festivals

Q. Uruguay has a rich cultural heritage. Are you planning any gastronomy programs, literature events or tango music festivals in India?

Yes, we have an exciting event on the 27th of August. We will have Natalia Boone and Var on the piano, performing a concert in Delhi, followed by another in Bangalore. This event coincides with the 46th session of the Heritage Commission meeting in Delhi.

Indian Community and Cultural Exchange

Q. Let's talk about the Indian community and the cuisine of Uruguay. Uruguay has a small but vibrant Indian community, right? Could you share insights into their contributions, cultural exchanges and any notable collaborations between India and Uruguay?

There are many aspects of Indian culture that resonate with Uruguayans. Many Uruguayans are very interested in yoga and are beginning to explore Ayurveda. The Indian community in Uruguay has also influenced local tastes and introduced cricket as an interesting sport.

Q. How do you envision strengthening ties between India and GRULAC nations during your tenure as GRULAC Coordinator?

We are undertaking numerous initiatives. We are very pleased with India's recent elections, which were among the most significant globally, concluding in June this year. We are keen to establish a closer relationship with the new authorities. Politically, it is crucial to engage India and enhance its presence in the region. For instance, Indira Gandhi visited Uruguay in 1968, and it has been a long time since then. We would be delighted if Prime Minister Modi could visit. He is scheduled to attend the G20 summit in Rio de Janeiro, Brazil, in November and it would be wonderful if he could visit other countries in the region as well.

We need to consolidate India's political approach to the region. In September, we will have another stage of the CII summit with South America and we hope to engage more businessmen and government representatives to push this agenda. We are also looking forward to India's budget discussions, which include decisions on opening new embassies. We hope that at least three of the nine new embassies will be in our region. It is vital for South America to be considered in this expansion.

Cherished Memories in India

Q. Ambassador, as we reflect on your time in India, what memories will you forever cherish? Are there any particular experiences, places

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Cultural Relations between India and Uruguay

A Flourishing Partnership

by TBM Correspondent

Yoga and Meditation

Yoga and meditation have become increasingly popular in Uruguay, with several hundred followers of Sai Baba, ISKCON, Art of Living, Brahma Kumaris and other Indian yoga and spiritual groups. The International Day of Yoga (IDY) has seen enthusiastic participation from Uruguayans, with each edition growing in

nations.

Ayurveda and Traditional Medicine

Ayurveda, the ancient Indian system of medicine, is gaining recognition in Uruguay. The 7th Ayurveda Day was celebrated on November 2, 2022, in collaboration with the Asociacion Uruguaya de Medicina Ayurvedica (AUMA), a non-profit organization

November 27, 2019, at the Uruguayan Foreign Ministry. This event was a significant tribute to Gandhi's enduring legacy of peace and non-violence. Additionally, in February 2011, the Uruguayan postal department issued a stamp to commemorate the 150th birth anniversary of Rabindranath Tagore, further cementing the cultural ties between the two countries.

Performing Arts: A Cultural Exchange

Indian classical arts have also found a receptive audience in Uruguay. In March 2018, a seven-member Kuttilyattam troupe led by Mr. Sooraj Nambiar of SNA Kuttilyattam Kendra performed in Uruguay, captivating the audience with their traditional dance form. Earlier, in March 2015, an Odissi performance was organized in Montevideo, and a mini-Festival of India was held in 2009, showcasing various facets of Indian culture and arts.

Indian Community in Uruguay

The Indian community in Uruguay, though small, is vibrant and active. Approximately 1,000 Indians reside in Uruguay, with around 500 employed by TCS. The rest are employed with other IT companies or are family



(4th from the left) H.E. Mr. Dinesh Bhatia

Ambassador of Argentina and Uruguay posing with the Guests and Diplomats

numbers. The 10th IDY celebration on June 23, 2024, was inaugurated by Ambassador Dinesh Bhatia and Mrs. Seema Bhatia, along with Senator Carmen Sanguinetti. The event, organized in association with the Association of Yoga Institutes in Uruguay (AgNIY), saw participation from over 20 yoga schools and hundreds of yoga enthusiasts, highlighting the deep cultural connection and shared values between the two

dedicated to promoting Ayurveda in Uruguay. This event, held on Dhanvantari Jayanti, showcased the growing interest and appreciation for traditional Indian medicine in Uruguay.

Gandhi and Tagore: Honored Legacies

As part of the Gandhi@150 celebrations, a commemorative stamp and a philatelic sheet on Mahatma Gandhi were launched in Montevideo on

or interactions that stand out in your mind?

What you say about “Incredible India” is absolutely true. India is incredibly diverse, with each region offering something unique. The people are eager to express their culture and are very warm and welcoming. This warmth is something I have found consistently across the country. I have travelled extensively throughout India and always cherish the hospitality and friendliness of the people. It is a distinctive feature of different places and I deeply appreciate it. I have never felt like an outsider here.

That’s a wonderful compliment to our country. Ambassador, thank you very much for your time. I wish you all the best in achieving your goals, including opening an embassy in Uruguay, establishing direct flights, and hosting Bollywood movies and big weddings in Uruguay.

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Diplomats and Guests in Uruguay Performing Yoga

members of the employees living in Montevideo. The strong presence of the Indian diaspora contributes to the cultural mosaic of Uruguay.

During his visit in June 2023, Minister of Parliamentary Affairs Mr. Pralhad Joshi interacted with members of the Indian community in Montevideo. The Embassy organized an event at the TCS Montevideo premises to commemorate Constitution Day on November 26, 2019, celebrating the contributions of the Indian diaspora.

Multilateral Cooperation: Strengthening Economic Ties

Uruguay hosts the headquarters of MERCOSUR in Montevideo, a trade bloc of Southern Latin American countries including Argentina, Brazil, Paraguay and Uruguay. An India-MERCOSUR Preferential Trade Agreement (PTA) was signed on January 25, 2004 and became operational in June 2009. This agreement offers preferential duties (10-20% in most cases) for selected Indian products entering MERCOSUR

countries and vice versa, enhancing trade relations between the regions.

Maintaining and Enhancing Cultural Relations

To maintain and enhance the cultural relations between India and Uruguay, it is essential to continue fostering mutual understanding and cooperation. This can be achieved through regular cultural exchanges, collaborative projects and educational programs. Encouraging more Uruguayan students to study in India and vice versa can also strengthen the cultural bond. Additionally, organizing more events like the International Day of Yoga and Ayurveda Day can help promote Indian culture and traditions in Uruguay.

By actively engaging in these initiatives, both nations can ensure that their cultural relations continue to thrive and contribute to the overall growth and development of their bilateral ties.

Uruguay

Latin America's outsourcing hub

by Amit Mittal

Uruguay stands out with its export-oriented agricultural sector and a well-educated workforce. Tourism and banking are also prominent sectors, making the country a regional hub for international finance and tourism. Uruguay has a rich history of advanced workers' rights protection, with unions and the eight-hour workday established at the beginning of the 20th century. Today, 90% of the population is urbanized, with most industries and over half of the population concentrated in the capital, Montevideo.

The economy of Uruguay faced a significant downturn from 1999 to 2002, largely due to the economic problems of its large neighbours, Argentina and Brazil. In 2001-02, Argentine citizens made massive withdrawals of dollars deposited in Uruguayan banks after bank deposits in Argentina were frozen. This led to a plunge in the Uruguayan peso, causing the 2002 Uruguay banking crisis.

Foreign investments have played a crucial role in Uruguay's development. Investors from Great Britain controlled 22% of the land and many major parts of the industrial infrastructure, including the meatpacking and

leather industries, water and gas infrastructure, and transport systems like trolleys and 1,100 miles of rail.

José Batlle y Ordóñez, President from 1903 to 1907 and again from 1911 to 1915, set the pattern for Uruguay's modern political development and dominated the political scene until his death in 1929. Batlle introduced widespread political, social, and economic reforms, including a welfare program, government participation in many facets of the economy, and a new constitution. He nationalized foreign-owned companies and created a modern social welfare system. Income tax for lower incomes was abolished in 1905, secondary schools were established in every city, the telephone network was nationalized, unemployment benefits were introduced in 1914, and the eight-hour working day was introduced in 1915. By 1929, 84% of manufacturing was concentrated in a handful of industries: meatpacking, leather, and wool. Investment in urban infrastructure in Montevideo and a growing economy was capped by hosting the first FIFA World Cup in 1930.

Around 1900, Uruguay had one of the world's lowest infant

mortality rates, indicating a very healthy population. The economy of Uruguay in the early 20th century (1920s-1950s) focused on import substitution industrialization, where the government encouraged and protected national manufacturers to reduce dependency on imports. Generally, manufacturing prospered during this period. By 1956, the middle class made up approximately 40% of the population, with urban services and culture, like mass media and cinema, flourishing. However, the policy of import substitution industrialization began to collapse in the 1950s, leading to economic and social unrest.

The number of trade unionists quadrupled from 2003 to 2015, from 110,000 to more than 400,000 for a working population of 1.5 million people. According to the International Trade Union Confederation, Uruguay became the most advanced country in the Americas in terms of respect for "fundamental labor rights, in particular, freedom of association, the right to collective bargaining, and the right to strike."

Throughout Uruguay's history, its strongest exporting

industries have been beef and wool. Beef exports have been boosted since Uruguay joined the Mercosur agreement in 1991, allowing the country to trade with more distant markets, such as Japan. In 2018, Uruguay produced 589 thousand tons of beef. Wool exports, however, have faced challenges in recent years due to competition from other markets like New Zealand and fluctuations in demand during the 2008 recession in the developed world.

Uruguay has converted over 98% of its electrical grid to sustainable energy sources, primarily solar, wind, and hydro. Fossil fuels are primarily imported for transportation, industrial uses, and domestic cooking. Four hydroelectric dams provide much of the country's energy supply.

In recent decades, the software industry has developed considerably, with many successful start-ups. Uruguay also exports software. There has been some activity in gold and cement production, as well as the extraction of granite. Due to two major investments made in 1991 and 1997, plastics have become the most significant manufactured exports in Uruguay. These investments paved the way for substantial exports of plastic-based products, which play a crucial role in Uruguay's economy.

Despite having poor levels of investment in the fixed-line

sector, the small size of Uruguay's population has enabled it to attain one of the highest telecommunication density levels in South America and achieve 100% digitalization of main lines. Although the telecommunications sector has been under a state monopoly for some years, provisions have been made to introduce liberalization and allow for the entry of more firms into the cellular sector.

In 2013, travel and tourism accounted for 9.4% of the country's GDP. The tourist industry mainly attracts visitors from neighbouring countries. With a population of only three million, Uruguay has rapidly become Latin America's outsourcing hub. In partnership with one of India's largest technology consulting firms, engineers in Montevideo work while their counterparts in Mumbai sleep.

Uruguay was once dubbed "the Switzerland of America," mainly for its banking sector and stability. The largest bank in Uruguay is Banco República, or BROU, which is state-owned; another important state bank is the BHU. Almost 20 private banks, most of them branches of international banks, operate in the country. There is also a myriad of brokers and financial services bureaus. Uruguay has fully recovered from the financial crisis that caused a run on its banks.

Indian Companies in Uruguay

- **Tata Consultancy Services (TCS):** TCS has a software development centre and a regional training centre in Montevideo making it the first Indian IT company to establish operations in Latin America.
- **Infogain :** Another IT company that opened a delivery center in Montevideo in 2022.
- **Sharma Fabricators and Erectors (P) Ltd :** A construction company that established its Latin American branch in Uruguay.
- **Plastene India Ltd:** Engaged in the production of polyethene bags.

Uruguayan Companies operating in India

- **Carlos Ott Architects:** Collaborating with TCS to develop iconic projects in Uruguay.
- **Carlos Ponce de Leon Architects :** Also involved in projects with TCS in Uruguay.
- **BERKES**

Tapping into Latin America's Pharmaceutical Potential Opportunities for Indian Companies



In the dynamic landscape of global markets, India and Latin America stand out as emerging powerhouses with immense untapped potential. With a combined population of over 650 million and a rapidly expanding \$60 billion pharmaceutical industry, the stage is set for Indian companies to make a significant impact. This article explores the synergies between these regions and highlights the strategic advantages for Indian pharmaceutical firms looking to invest in Latin America.

*By, Mr. Umang Patel
Co-founder of Zenith Health Science and expert having successfully set up export operations in 40+ countries*

Mr. Umang Patel

Founder of Zenith Health Science

India and Latin America, both categorized as emerging markets, possess significant untapped potential awaiting exploration. Each country within these regions boasts unique strengths. For instance, Chile is the world's largest producer of copper, while Mexico is the leading exporter of mangoes, despite the fruit's origins in India. Additionally, the pharmaceutical sector in Latin America is well-established, with numerous local manufacturing companies achieving substantial sales. Notably, Uruguay, with a

population of 3.4 million, meets approximately 50% of its pharmaceutical demand through local production.

Market Overview

The Latin American pharmaceutical market comprises over 650 million people across 33 countries, with an industry valued at \$60 billion and growing at an approximate rate of 14%. In contrast, the European market is experiencing stagnant growth. Indian pharmaceutical manufacturers currently hold a market share of around \$3

billion, representing 5% of the total market, with a growth rate of 10% over the past year. This scenario presents a significant opportunity for Indian pharmaceutical companies to invest in the region. By leveraging their low-cost, high-quality generics, Indian firms can help reduce the cost of medicines and alleviate state healthcare expenditures. For example, during a recent visit to Guatemala, I observed that branded paracetamol was retailing at \$8 in a modern pharmacy, whereas in India, the same product costs less than \$0.5 per pack.

Advantages of the Latin American Market

Procurement System: Approximately 70% of pharmaceutical procurement in

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Uruguay Tango Event in New Delhi

A Cultural Extravaganza

by TBM Correspondent

The recent event, “Natalia Bolani presents Tango Port together with pianist Alvaro Hagopian,” organized by the Embassy of Uruguay in India in collaboration with the Indian Council for Cultural Relations (ICCR), was a spectacular celebration of Uruguay’s rich cultural heritage. Held in New Delhi, the event showcased the mesmerizing art of Tango, a dance form that is deeply embedded in Uruguay’s cultural identity.

The evening featured captivating performances by the renowned Tango dancer Natalia Bolani and the talented pianist Alvaro Hagopian.

Their synergy on stage brought the essence of Uruguay’s Tango to life,

enchanting the audience with their passionate and graceful movements.

This cultural event aimed to strengthen the ties between Uruguay and India, fostering a deeper appreciation and understanding of each other’s artistic traditions. The performances not only highlighted the beauty of Tango but also served as a bridge connecting the two nations through the universal language of dance and music.

For those who missed this enchanting evening, the event was a testament to the power of cultural exchange and the enduring appeal of Tango.



H.E. Mr. Alberto A. Guani
*Ambassador of Uruguay to India &
GRULAC Coordinator in India*



Álvaro Hagopian

Natalia Bolani



Uruguay National Day Celebration in Delhi



(left) The Chief Guest **Dr. L. Murugan**
Hon'ble Minister of State for Information and
Broadcasting, Government of India

(right) **H.E. Alberto A. Guani**
the Ambassador of Uruguay to India

event provided a platform for guests to engage in meaningful conversations, fostering a deeper understanding and appreciation of each other's cultures.

The celebration was attended by a diverse group of Ambassadors, High Commissioners, Diplomats and prominent figures from various sectors, all coming together to honour Uruguay's National Day. The atmosphere was one of joy and solidarity, reflecting the shared values and aspirations of both nations.

This joyous occasion was not just a celebration of Uruguay's independence but also a

On August 23, 2024, the vibrant culture and enduring friendship between Uruguay and India were celebrated at a grand event in New Delhi. The Embassy of Uruguay, in collaboration with various dignitaries, marked the occasion of Uruguay's National Day.

The celebration was led by H.E. Alberto A. Guani, the Ambassador of Uruguay to India, who welcomed the esteemed guests and reflected on the strong diplomatic ties that unite the two nations. His address highlighted the historical and cultural bonds that have been nurtured over the years, emphasizing mutual respect and cooperation.

The event was graced by Dr. L. Murugan, Hon'ble Minister of State for Information and Broadcasting, Government of India, who served as the chief guest. Dr. Murugan's speech

underscored the significance of cultural and economic exchanges, reinforcing the commitment to deepening bilateral relations.



Ambassador **H.E. Alberto A. Guani**
with fellow Diplomats and country representatives

The evening was a tapestry of cultural performances, showcasing the rich heritage of Uruguay. Traditional music, dance and artistic displays captivated the audience, creating an ambience of celebration and unity. The

testament to the growing partnership between Uruguay and India. The event symbolized the commitment of both countries to work together towards a future of harmony and collaboration.

Foreign Office Consultations Strengthen India-Uruguay Ties

by TBM Correspondent

Montevideo, Uruguay – In a significant diplomatic event, the 6th round of Foreign Office Consultations (FOC) between India and Uruguay was held on September 16, 2024. This meeting marked a crucial step in enhancing the bilateral relations between the two nations. The Indian delegation was led by Mr. Jaideep Mazumdar, Secretary (East) of the Ministry of External Affairs of India and the Uruguay delegation was led by Mr. Nicolas Albertoni, Vice Foreign Minister of the Oriental Republic of Uruguay.

The discussions were comprehensive, covering a range of topics aimed at deepening cooperation. Both sides reviewed the progress in bilateral relations and explored new areas for collaboration. The discussions encompassed sectors such as Trade and Investment, Information & Communication Technology, Railways, Ayurveda and Yoga, Development Cooperation, Health and Pharma, Agriculture, and Consular issues.

A notable highlight of the consultations was the signing of a Memorandum of Understanding (MoU) on Gainful Employment of Relatives of Diplomats. This agreement was signed by Mr. Dinesh Bhatia, Ambassador of

India to Argentina & Uruguay and Mr. Nicolas Albertoni. This MoU signifies the commitment of both nations to enhancing diplomatic relations and providing mutual support for diplomatic families.

In addition to bilateral matters, both sides reviewed their cooperation in multilateral institutions and exchanged views on various regional and global issues of common interest. This dialogue underscored the shared values and common goals that India and Uruguay strive to achieve on the global stage.


Expressing satisfaction with the progress made, both delegations agreed to continue exploring new avenues of cooperation. The commitment to hold the next round of FOCs at a mutually convenient date reflects the ongoing dedication to strengthen ties.

Mr. Jaideep Mazumdar's visit also included a meeting with the Foreign Minister of Uruguay, H.E. Mr Omar Paganini. This meeting further cemented the friendly relations and discussed future opportunities for collaboration.

The consultations highlighted the robust partnership between India and Uruguay and set the stage for continued growth and mutual benefit in various sectors. The proactive efforts

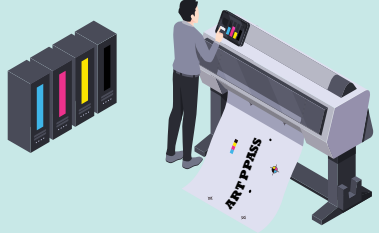
and shared vision of both nations promise a stronger bilateral relationship and enhanced cooperation in the future.






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Two tall short-story tellers from Uruguay in Indian translations

It has always been a source of wonder and intellectual satisfaction for me ever since my teaching days five decades ago how one of the smallest countries of Latin America, Uruguay, ever since its decolonization from Spain at the beginning of the 19th century and more especially since the beginning of the 20th century with its majorly soft spoken people turned into a space for producing new literary and cultural material vis a vis Spain and the emerging prowess of the United States in general. I still remember how challenging it was to place its writers against the background of Domingo Sarmiento's civilizational thoughts and thereafter in the context of, modernism, indegenism, regionalism, rationalism etc to frame its own identify. Without going into any details for the nature of this publication, some of the outstanding Uruguyan figures taken up for class discussions happened to be José Enrique Rodó, Mario Benedetti, Juan Carlos Onetti, Cristina Peri

Rossi, Juana de Ibarbouru, Horacio Quiroga and of course the universally acclaimed Eduardo Galeano etc.

Eventually it was a great feel of satisfaction to note that some of the very bright students, with time, chose to translate a few of the pieces they had studied with me or on their own relating to the production of Latin American literary pieces from different periods or movements and make them available to non Spanish speakers through translation into Indian languages or their mother tongues, given our limited access to that (Spanish) language in the history of ideas.

Given the nature of this publication let me only limit

myself to some Uruguyan writings turned into Hindi and Bengali languages that I had the opportunity to assess in the recent past. This is a limited exercise as some very outstanding writings from other parts of Latin America would be necessarily left out for their universality and permanence but will certainly throw a hitherto undiscovered light on the nature of the socio-cultural and literary objectives they highlight for their persuasive, cognitive, cognoscitive and transformative powers. It will be in the nature of the two liminary reflections I had written for two Uruguyan authors considered recently. This is a



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limited exercise as in the last few years quite a few of such persuasive transcreations have been published in India.

In this sense let me first refer to the a limited number of short stories of the writer, playwright and poet from Uruguay, Horacio Quiroga. My erstwhile student, and now colleague, Kanishka Sen, teaching at a US university, recently brought out a collection of a select number of such stories translated into Bengali for which I wrote a forwarding note which I repeat here to serve the desired purpose. I am pleasantly surprised to get the similar kind of effect at reading them now in the translated version. Tagore had once commented that a good translation is like a new bride entering the in-law's household with a smile and not shying away under the veil! I daresay, here is one such attempt. Our best example in this domain is Goethe's refreshing feeling from Nerval's translation of his Faust into French which he preferred reading rather than his original German version in his final years, as noted by Octavio Paz. I must say that, unconsciously, in that direction moves the present attempt by the Spanish-Bangla translator. I did not feel the urge to refer at any place to the original Quiroga creations with the proviso that I had already been in some acquaintance with them at least in the short story genre.

We are pleasantly surprised to note how such a small South American country, Uruguay, has flourished as cradle for creations in varied literary genres. Many of us are familiar with names like José Enrique Rodó, Horacio Quiroga, Mario Benedetti, Juana de Ibarbourou, Juan Carlos Onetti and of course Eduardo Galeano. For our concern here, it is Horacio Quiroga who outshines in constructing short stories. These were so different compared to his own earlier forays into the poetic and the novella genres that still carried the influence of the early 20th century Hispanic movement called Modernismo (not to confuse it with what is implied by European Modernity!). Published in 1918 his collection of Jungle stories displays remarkable maturity in expression and even served as path finder for the famed Latin American movements of regionalism, realism and magic realism which are all related to his personal life experiences. This facet of Uruguayan literature is still being explored by scholars. Kanishka has made very appropriate choices of Quiroga stories that show the author's ability to transcend the contours of Edgar Allan Poe's mystery and the macabre. They even intensify the scope of Maupassant's naturalist forays with the lower classes, by introducing the supernatural ambience this class is surrounded with, in fighting

discordant nature in the local terrain of forests, mountains and rivers spread over Uruguay, Argentina and Paraguay. He is able to create the forces of mystery, fantasy and reality involving human beings or animals and the environment. His spontaneous capturing of this harsh interface is quite effectively reflected in a compatible manner in each of the story in the Bangla version. None of this should be jarring to the Bengali readers. We are quite familiar with such an interface in our own tradition of storytelling for ages, only to mention here Panchatantra and its travel transformation into Calila e Dimna.

Being somewhat involved with the area of Spanish/Bangla (or Hindi) translations in the past, theoretically I have tried both the modes for text conversion. That is to say, use our chalit or sadhu bhasha in consonance with the original text. Also, at the same time on occasions I have preferred experimenting with being faithful to the linguistic structure of the original source expressions to the extent possible. However, some literary texts revised by me with the said criterion have faced a certain degree of reservation from some readers who look for complete conversion. In the present case I see no such conflict arising. Quiroga's language use is modern and Kanishka's refined chalit Bengali is equally attuned to the modern readers'

acceptability. So much so that, being familiar with Quiroga writings, I did not feel the urge to verify with regular frequency any of his translated part with respect to the original. That smoothness is remarkable. As far as I know, this is the first book-length volume of Quiroga stories in Bangla. There has been a piece here or there from his *Stories of the Jungle* published in literary collections in Bangla and certainly two slim volumes in Hindi.

I also feel that Kanishka's command over another major Indian language, Hindi (besides English), has provided him with the porosity that turns the translated text carry an Indian ethos. I would therefore urge him to continue his work in literary translations for wider Indian readers, an area which occupies now a major position in literary studies. I feel very satisfied that he is a product of the University Center I was involved with for about four decades.

(II)

And now let me shift to another perhaps more significant author from Uruguay and one of his many thematic concerns, expressed in the Hindi language. It has been realized by another meritorious student, Kumar Mangalam, now colleague working in the Central University of Karnataka, India. About a year ago in a mega International Conference underlining

connected histories held at the India International Centre, New Delhi, on the theme of Latin America, the well known Mexican writer Jorge Volpi, the principal speaker, in his inaugural address raised the question whether the long persisting framework of Magic realism was still valid. He emphatically denied of this being so and exemplified the idea of resurgence. He held the relevance now of new directions in the form of feminism and its protagonists, neglected for quite sometime now, and the current importance of story-telling through the visual media breaking the modes of myth and mystory.

It is this claimed invalidity of the modes of magic realism that raised in me certain questions. Because the theme of feminism and women centric plots had already been raised by many men writers for quite sometime. This had happened when many women writers too came up unweaving women centric issues and incongruities. I still recall the visit to one of our conferences omericaf the famed Argentine writer Luisa Valenzuela and her emphasis on the women question in Latin America and her complicated dealings psychologically with feminist issues side by side with the emerging Indian scenario.

Without going into intricate details I would like to make a few observations on the Hindi prose translation of this less

known collection. I did feel elated to have been offered to comment on this version of an author so committed and highly considered Latin American writer. This collection called *Mujeres* (women) translated by Mangalam. There is hardly any reader about the colonization processes of democratic, popular regimes in Latin America who is not familiar with Galeano's analysis. Such is the fame of his book "Las venas abiertas de America latina" (Open veins of Latin America). But this was my first introduction to Galeano's work called *Mujeres*. I am very impressed with Kumar Mangalam as a translator being so conscious about the intrinsic language and cultural nuances of Spanish expressions and yet offer close equivalents in Hindi.

Due to historical reasons and long standing modes of expression and porosity the knowledge of Spanish has remained restricted in India for a long time as compared to English. There has been a marked change in the last few decades in Spanish-Indian languages interaction. And Hindi together with Bengali have played an expansive role. But I am more impressed by the dynamic aspect of equivalences in terms of meanings. Both the works cited above have demonstrated subtlety both in terms of connotative and denotative aspects of language transformation. The translation of *Mujeres* is an important

attempt in this direction. In 2011 Mangalam had attempted to translate the well known book by Galeano called “En defensa de la palabra” (In defence of the word). Thereafter, in 2015, in collaboration with another translator, Reyaj ul-haq, he further attempted very deftly to translate Galeano’s diverse writings under the title Memoria del fuego (Memory of Fire). The present Hindi translation of Mujeres is an essential document and the stories included here from various books express the thought processes guiding women in different circumstances and situations as analysed in his other books. It is essentially tales in short form, probably unmatched telling us the thoughts and ideas of women unfolding in written mode, seldom experienced before.

These stories provide us the opportunity to compare and contrast women centric writings in Latin America and India only to establish an inner core of freedom, equality, tussle and love that guide their existence and binding spirit.

Given the primacy to the field of translation and a global consideration of its modalities we are bound to be introduced to many of such works from the Spanish speaking areas in Indian languages.

Continued from page 13

Latin America is conducted through tendering. Countries such as Uruguay allocate a significant portion of their GDP (9%) to healthcare.

Transparency: The public procurement systems in countries like Chile, Uruguay, Costa Rica, and Paraguay are highly efficient and transparent.

Regulatory Approvals: Fast-track regulatory approvals are available in most countries for products registered in stringent regulatory authority countries or reference countries.

Market Depth: Countries like Brazil and Mexico offer substantial market depth, providing opportunities for scaling up investments.

Local Manufacturing Incentives: There are strong incentives for local manufacturing, supported by a robust pool of local pharmaceutical talent.

Reputation: Indian generic products are highly regarded in the region.

Challenges

Freight Costs: High freight costs can render products financially non-feasible.

Lead Times: The average lead time for tender supply is 90 days from the date of award, while sea shipments can take 60-90 days to reach their destination. This often results in Indian companies either not participating or incurring

penalties for late supply.

Regulatory Processes: Each country has its own regulatory process, necessitating separate filings in all 33 countries for commercialization. A centralized registration system, similar to that of the European Union or the Eurasian Economic Union, would enhance efficiency, reduce new product launch timelines, and increase market access.

In conclusion, the Latin American pharmaceutical market presents a promising opportunity for Indian companies. By addressing the challenges and leveraging the advantages, Indian firms can significantly contribute to the region’s healthcare landscape while achieving substantial growth.



TOFTigers Announces the 7th Wildlife Tourism Awards

Celebrating Harmony

Fostering Sustainable Wildlife Tourism through Innovation and Collaboration

Advertorial

TOFTigers is thrilled to announce the 7th edition of the Wildlife Tourism Awards, set to take place on December 6, 2024. This prestigious event is organized in partnership with the Sanctuary Nature Foundation and Outlook Traveller. This year's theme, *Celebrating Harmony: Fostering Sustainable Wildlife Tourism through Innovation and



This year, the awards will recognize excellence across thirteen categories, honoring achievements in park management, naturalist guides, travel businesses, environmental and climate advocacy, wildlife photography and filmmaking, service providers, and community enterprises across India and Nepal.

Collaboration,* highlights the importance of sustainable practices, innovative solutions, and collaborative efforts in promoting wildlife tourism. It emphasizes the interconnectedness of all stakeholders in creating a harmonious relationship between tourism and wildlife conservation.

Promoting Responsible Tourism and Environmental Stewardship

Since its inception, the TOFTigers Wildlife Tourism Awards have played a pivotal

role in promoting responsible tourism and environmental stewardship within the travel trade community. These awards honor individuals and organizations that not only enhance the tourist experience but also make significant contributions to wildlife conservation and community welfare. They celebrate pioneers who innovate in supporting wildlife conservation, engaging local communities, and restoring wildlife habitats.

Categories and Awards

The Wildlife Tourism Awards are not just about recognizing achievements, they are about inspiring a movement towards more responsible and sustainable tourism practices. Join us in celebrating those who are making a difference and paving the way for a harmonious coexistence between tourism and wildlife conservation.

For more details about the event and to RSVP, please visit <https://www.toftigers.org/awardsnomination> or contact www.toftigers.org



Uruguayan Delights

A Gourmet Journey for Indian Food Lovers

Uruguay, a country known for its rich cultural heritage and diverse agricultural output, offers a variety of high-quality FMCG (Fast-Moving Consumer Goods) products. From traditional salsa sauces and exquisite cheeses to world-renowned wines and premium olive oils, Uruguay's FMCG sector is a testament to its culinary excellence and innovation. This article explores some of the standout products that define Uruguay's vibrant FMCG landscape.

Salsa Sauce

Uruguay is known for its Salsa Criolla, a traditional sauce made with onions, tomatoes, bell peppers, vinegar, and olive oil. It's commonly used to accompany grilled meats and adds a fresh, tangy flavor to dishes



Cheese

Uruguay produces a variety of cheeses, including Colonia and Danbo. These cheeses are popular for their rich flavors and are often used in local dishes like empanadas and sandwiches.



Wine

Uruguay is renowned for its Tannat wine, which is made from the Tannat grape variety. This wine is known for its deep color and robust flavor. Other notable wines include Albariño and Cabernet Sauvignon



Olive Oil

Uruguayan olive oil is gaining recognition for its high quality. The country's climate and soil conditions are ideal for olive cultivation, resulting in premium olive oils that are used both locally and internationally





Caviar

Uruguay also produces caviar, which is considered a delicacy. The caviar is harvested from sturgeon fish and is known for its rich, buttery flavor.



Chocolate

Uruguayan chocolate is made from high-quality cocoa and is available in various forms, including bars, truffles, and spreads. It is appreciated for its smooth texture and rich taste.

Criollas

Criollas are traditional Uruguayan biscuits that are often enjoyed with coffee or tea. They are slightly sweet and have a crumbly texture, making them a popular snack.



Snacks

Uruguay offers a range of snacks, including chivitos (steak sandwiches), empanadas, and alfajores (dulce de leche-filled cookies). These snacks are beloved for their delicious flavors and convenience.



Mermelada (Jam)

Uruguayan mermelada is made from locally grown fruits and is known for its natural sweetness and vibrant flavors. Popular varieties include strawberry, peach, and quince jam..





Uruguayan Cuisine

A Culinary Journey

Uruguay, a small yet vibrant country in South America, boasts a rich culinary heritage influenced by Spanish, Italian, and indigenous traditions. Here are some must-try dishes that capture the essence of Uruguayan gastronomy:

Asado (Barbecued Beef)

Asado is the heart and soul of Uruguayan cuisine. This barbecued beef dish is prepared using high-grade meat, slow-cooked on eucalyptus wood embers. The result is tender, flavorful cuts that melt in your mouth. Asado is a staple at celebrations and gatherings, showcasing Uruguay's love for quality beef.



Chivito (Little Goat Sandwich)

The Chivito is a legendary Uruguayan sandwich, often referred to as the "Everest of steak sandwiches." It features grilled beef, ham, cheese, lettuce, tomato, and a fried egg, all packed into a fresh bun. This hearty sandwich is a must-try for meat lovers.

Gnocchi

Gnocchi, influenced by Italian cuisine, is a beloved dish in Uruguay. Made from potatoes, eggs, cheese, and flour, these soft dumplings are typically served with a rich tomato and beef sauce called "tucu." Eating gnocchi on the 29th of each month is a cherished tradition, believed to bring good luck.



Tannat Wine

Uruguay is renowned for its Tannat wine, a robust red wine made from the Tannat grape. Introduced by European immigrants in the 19th century, Tannat has become Uruguay's signature wine, known for its deep color and bold flavors. It pairs perfectly with the country's rich meat dishes.

Empanadas

Empanadas are savory pastries filled with a variety of ingredients such as beef, chicken, cheese, or vegetables. These delicious pockets are baked or fried and are a popular snack or appetizer in Uruguay.



Milanesa

Milanesa is a breaded and fried meat cutlet, similar to a schnitzel. It can be made with beef, chicken, or even eggplant for a vegetarian option. Often served with mashed potatoes or a fresh salad, Milanesa is a comforting and popular dish.



Tortas Fritas

Tortas Fritas are a type of fried dough, often enjoyed as a snack or dessert. They are typically sprinkled with sugar and are especially popular on rainy days. This simple yet delightful treat is a favorite among Uruguayans.



Alfajores

!Alfajores Alfajores are sweet sandwich cookies filled with dulce de leche (a caramel-like spread) and coated in chocolate or powdered sugar. These indulgent treats are a beloved dessert in Uruguay and are perfect for satisfying a sweet tooth.





Churros



Churros are deep-fried dough pastries, often dusted with sugar and cinnamon. In Uruguay, they are sometimes filled with dulce de leche or chocolate, making them an irresistible sweet treat

Mate

Mate is a traditional herbal tea made from the leaves of the yerba mate plant. It is a cultural staple in Uruguay, often enjoyed socially. The drink is known for its strong, bitter flavor and is typically sipped through a metal straw from a hollowed-out gourd.



Pascualina

Pascualina is a savory pie filled with spinach, ricotta cheese, and hard-boiled eggs. This vegetarian dish is popular during Easter but is enjoyed year-round. It's a wholesome and flavorful option for those looking for a meat-free meal

Dulce de Leche

Dulce de Leche is a sweet, caramel-like spread made from slowly heating sweetened milk. It is used in various desserts, including alfajores, cakes, and ice cream. This rich and creamy treat is a staple in Uruguayan sweets.



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