



Guatemala, April 4, 2023

Mr.
Bobby Hines
Senior International Trade Specialist
U.S. Commercial Service Los Angeles

Dear Mr. Hines:

The Guatemalan Chamber of Commerce informs you that on May 17, 18, and 19 of this year the International Business Matchmaking 2023 will be held in Guatemala City, a space organized with the purpose of commercially connecting exporting companies from more than 20 countries around the world with importing companies from Guatemala, Central America, and the Caribbean.

The International Business Matchmaking will offer the following benefits, among others:

- 1,000 businessmen gathered in one place, from more than 20 invited countries
- 200 international exporting companies
- +800 importers from Guatemala, Central America, and the Caribbean
- 24 business appointments per company
- + than 4,800 business appointments in total
- Conferences on logistics and transportation, business registration and market access

Therefore, we want to offer this space to companies who may be summoned by your institution and gather a delegation to attend the event:

Participation with a delegation of exporting companies belonging to any of the 8 sectors that are participating in this International Business Matchmaking, like Processed foods, Footwear and Textiles, Machinery and Tools, Electronics and Household Appliances, Pharmaceutical products, Chemical products, Manufactures, Construction and Finishing Materials.

The participation per exporter has a cost of US\$750.00 plus taxes¹. However, for exporting companies summoned by your organization, participation will have a cost of US\$600.00 plus taxes, offering them a fee of US\$150 dollars (approximately) per company as a margin for the company that summons. This with the aim of forming a delegation of at least **10 exporting companies** and that is led by a representative of the institution.

It will be an honor for us to be able to count on the participation of your exporting businessmen in this great event that will allow commercial links and business generation to continue strengthening our economies.

¹ Taxes + 12%



Moreover, we'll be delighted to have your confirmation of participation in this event before April 15th in order to reserve the space for the business delegation. Therefore, once your participation is confirmed, your organization logo will be included in our promotional content and publicity. Including your logo will represent you as a Strategic Ally for the organization and conformation of the event, making it known that as allies, we are working together to strengthen business with the region.

To confirm participation, please send communication to: Delia Sofía Velásquez, Foreign Trade Coordinator, email: dvelasquez@ccg.gt Tel. +502 24172700 Ext. 403. In the same way, we appreciate that in the response communication you can include the name of the contact person to be able to follow up on your participation in this event.

Thanking you in advance for your interest, sincerely

A handwritten signature in dark ink, appearing to read "Delia Sofia Velasquez", written over a horizontal line.

Delia Sofia Velasquez
Foreign Trade Coordinator
Guatemalan Chamber of Commerce