



Cámara de Comercio
Ecuatoriano-China
厄瓜多尔-中国商会

CHINA-
LATAM
2020

VIRTUAL BUSINESS ROUNDTABLE

CHINA AND LATIN AMERICA

September 23rd and 24th
(CHINA)

ORGANIZED BY

ECUADORIAN CHINESE CHAMBER
OF COMMERCE

¿WHAT IS VIRTUAL BUSINESS ROUNDTABLE CHINA-LATAM 2020?

It is an event to support the main sectors of China and Latin America and boost the commercial exchange that has been affected by the current health emergency. The business meeting will be held through the platform "My Business Matches". It will function as an easy-to-use online business matching tool that matches, schedules meetings (virtually) and tracks business results between qualified buyers and suppliers. The Ecuadorian Chinese Chamber of Commerce will use this platform to create virtual business rounds in which small, medium-sized and large enterprises from China and some Latin American countries as Ecuador, Perú, Chile, Colombia, Argentina and Costa Rica and these will participate to offer and demand the most outstanding products from the regions, satisfying the import and export sector.

EVENT INFORMATION

Sector: Multisectoral

Field: International

Date: September 23rd and 24th, 2020 (CHINA)
September 22nd and 23rd, 2020 (ECUADOR)

Time: 19h00-03h00 (ECUADOR)
08h00-16h00 (CHINA)

Modality: Platform "My Business Matches"

Organize: Ecuadorian Chinese Chamber of Commerce

IN THE 2 DAYS OF THE EVENT, THE PARTICIPATING COUNTRIES WILL BE:





VIRTUAL BUSINESS ROUNDTABLE OBJECTIVES:

- Promote the commercial exchange of the main products that China and Ecuador offer.
- Launch of non-traditional ecuadorian exports products with added value to China.
- Promote the exportable offer of products and services from China to the different countries of Latin America.
- Deepening trade relations between Ecuador and China.
- Strengthen trade ties between China and the other Latin American countries.
- Benefit the most affected productive sectors due to the COVID -19 outbreak, encourage the progress of both economies with a 360 approach that involves small, medium-sized and large enterprises.
- Generate new businesses in the short, medium and long term, between Chinese and Latin American companies
- Identify the new opportunities that China offers to the Hispanic market

PARTICIPATING COUNTRIES IN THE VIRTUAL BUSINESS ROUNDTABLE:

SELLERS AND BUYERS



CHINA



ECUADOR



COLOMBIA



PERÚ



ARGENTINA



CHILE



COSTA RICA

INVESTOR



CHINA



LATIN AMERICA SECTORS IN THE VIRTUAL BUSINESS ROUNDTABLE 2020.



CHINA



TO SELL

TO BUY

- Automotive: tires, spare parts, parts and pieces.
- Bazaar items
- Iron or steel products
- Beauty, personal care, makeup.
- Mobile phones, accessories.
- Technology
- Office and computer supplies
- Industrial, agricultural, construction machinery.
- Motorcycles, tricycles, skateboards
- Toys.
- Medical supplies, medical equipments
- Chemicals
- Screws, bolts, nuts and others
- Printed fabrics, cotton fabrics

- Shrimp
- Banana
- Processed food
- Minerals and concentrates
- Wood
- Frozen fish
- Flour, powder, offal of aquatic invertebrates
- Cocoa beans, whole or broken, raw or roasted.
- Food and beverages
- Meat
- Fruits of the region



STEPS TO PARTICIPATE:



1. **Application:** Once the Ecuadorian Chinese Chamber of Commerce (CCECH) opens applications through the relevant institutions, importing, exporting and investing chinese companies that wish to participate in the virtual business roundtable will have to fill out the registration form where general information, company profile and legal documentation are requested.

2. **Company validation:** The CCECH technical committee will review that the registered companies comply with the basic requirements (they must have exporting and importing potential, have legal documentation, among others). Once the selection has been made within a previously stipulated period, the companies will be informed if they were approved or not.

3. **Official registration:** Once CCECH has approved the participation of the Chinese company, an access link will be sent to the official website of the business roundtable in that way they can register themselves. Chinese companies must create their profile to define the category of interest, that means, identify themselves as "buyer", "supplier" or "investor". Buyers, suppliers or investors will have access to a personalized pairing with the platform.

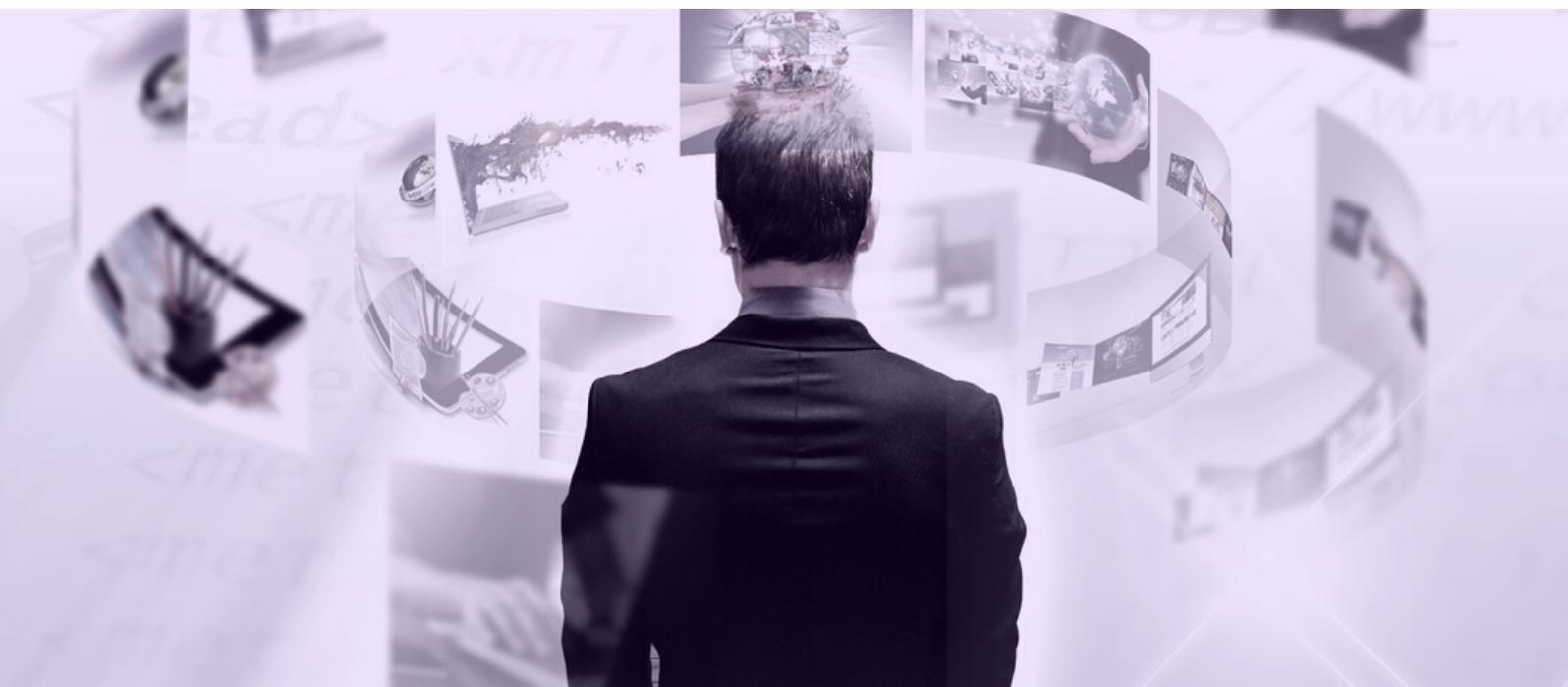
4. **Business appointment agenda:** Once paired according to the needs of both, they can automatically request and schedule individual meetings virtually.

5. **Meeting:** Bilateral meetings are implemented according to the stipulated time.



ADVANTAGES OF THE BUSINESS ROUNDTABLE:

- Buyers / sellers have access to a personalized pairing within the platform.
- Ability to access business meetings.
- Ability to request and schedule individual meetings.
- Access to the directory of registered suppliers.
- Access to view the profile of the supplier or buyer.
- Access to chat with each other using the "**Let's connect**" option.



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