



Event Report: "Ask Me Anything"

By- 'AECCI-Virtual B2B Forum'

Event Title: Ask Me Anything

Title: "From India to Spain – Strategy, Finance & Collaboration in European Markets"

Collaborator- Oftex Internacionalización, S.L., Spain

Speaker Guest: Mr. Pablo Gómez, Founder.

AECCI Representation: Mrs. Swarn Dhiman (Executive Director)

Format: AECCI B2B Platform (online), Date: 21.01.2026

Brief Report: AMA Session on India–Spain Business Opportunities

An AMA (Ask Me Anything) session titled "From India to Spain – Strategy, Finance & Collaboration in European Markets" was successfully conducted on 21 January 2026.

The session featured Mr. Pablo Gómez, Founder & CEO of Oftex Internacionalización, S.L., as the Expert Guest, and was hosted by Mrs. Swarn Dhiman, Executive Director, AECCI-India.

Objective

The purpose of the session was to provide Indian exporters, investors, SMEs, and entrepreneurs with practical and actionable insights into entering and operating in the Spanish market, while positioning Spain as a strategic gateway to Europe and Latin America.

Key Discussion Areas

During the interactive Q&A, Mr. Gómez addressed several critical aspects, including:

- Indian products currently in demand in Spain and evolving Spanish consumer preferences, quality standards, and buying behaviour.
- High-potential sectors for India–Spain collaboration such as renewable energy, pharmaceuticals, textiles, agri-products, and IT services.
- Effective market entry strategies for Indian companies, including exports, distributors, partnerships, joint ventures, and direct investment. Insisting on starting with small investments.
- Important legal and regulatory considerations in Spain and common mistakes foreign businesses should avoid. Explaining 'certification' being the most crucial requirement.
- Leveraging Spain as a hub to access wider EU and Latin American markets.
- Overview of Spanish government incentives, subsidies, and support mechanisms available to foreign investors and guidance on accessing them.



Outcome

The session was well-received and provided participants with clear strategic direction, market clarity, and confidence to explore Spain as a viable and promising business destination. It reinforced AECCI-India's role in facilitating international trade knowledge, partnerships, and global market access for Indian businesses.
