



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

FOREIGN TRADE AND INVESTMENT
IN CUBA
2019



OFFICIAL NAME

REPUBLIC OF CUBA

CAPITAL
HAVANA

OFFICIAL
LANGUAGE
SPANISH

NATIONAL DAY
1ST JANUARY

AREA
**110 992
SQ. KM**

POPULATION
11.2 MILLION

AVERAGE LIFE
EXPECTANCY
AT BIRTH
79 YEARS

PUBLIC
HEALTH
SYSTEM
**FREE
OPEN
UNIVERSAL**

INFANT
MORTALITY
RATE
**4.0 PER 1 000
LIVE BIRTH '17**

INDEX OF HUMAN
DEVELOPMENT
67 UNDP(2015)

LITERACY
RATE
99%

EDUCATION
**FREE, PUBLIC
AND UNIVERSAL**





CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

PRO BUSINESS ENVIROMENT



LEGAL FRAMEWORK

TRANSPARENT
SECURE LEGAL BODY

RESEARCH AND INNOVATION POLYCIES



INSTITUTIONS

SERVICE OF INVESTORS
HIGH QUALIFIED PERSONNEL

SOCIO-POLITICAL AND JURIDICAL STABILITY

SAFETY CLIMATE



INFRASTRUCTURE

60 000 Km of ROADWAY
8 000 Km of RAIL LINES

NATURAL RESOURCES AVAILABILITY

**PRIVILEDGED
GEOGRAPHIC LOCATION**

- HIGH EDUCATIONAL, HEALTH CARE AND SOCIAL SECURITY STANDARDS -

PRO BUSINESS ENVIROMENT



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

Short access time to major cities in the Caribbean, L. America and North America.

10 INTERNATIONAL AIRPORTS

32 COMMERCIAL PORTS

At the crossroads of the main maritime commercial traffic routes in the Western Hemisphere.



PRO BUSINESS ENVIROMENT



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

- PREFERENTIAL ACCESS TO A POTENTIAL MARKET OF
1.2 BILLION CONSUMERS (est.)



Diplomatic
relations

+180
countries

21 LAC

Regional
Multilateral
Bilateral
Economic
Agreements.

Trade
relations

+150
countries

ECONOMIC PERFORMANCE 2018



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

GROSS DOMESTIC PRODUCT grew up till 1.2%



5.7%



1.3%



3.7%



2.0%



2.3%



TRAVELERS'
CHOICE®
— 2017 —

Varadero beach was voted **THIRD BEST** in the world.

Excellence Award as the **SAFEST COUNTRY FOR TOURISM**

2019. Varadero beach was voted **THIRD MOST POPULAR** in the world.



Feria Internacional de Turismo
International Tourism Trade Fair

FOREIGN TRADE - 2018



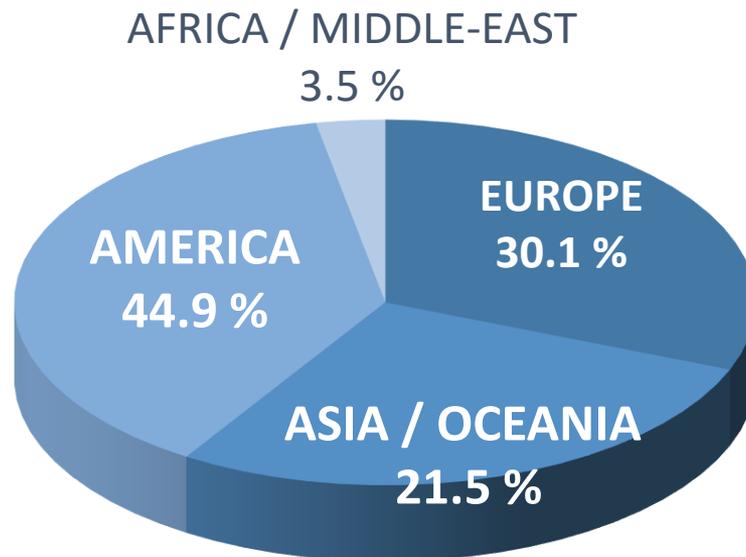
CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

- ✓ OPEN ECONOMY
- ✓ HIGHLY DEPENDANT ON FOREIGN TRADE
- ✓ NET FOOD IMPORTING COUNTRY

- GOODS Imports . 84.2%
- GOODS Exports . 16.8%

Exports to 119 countries.

TRADE EXCHANGE PER REGION





CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

FOREIGN TRADE

EXPORTABLE SUPPLY OF GOODS AND SERVICES



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

+340

GOODS AND SERVICES

+70

NATIONAL COMPANIES

ANIMAL KINGDOM PRODUCTS
VEGETABLE KINGDOM PRODUCTS
FOOD INDUSTRY PRODUCTS
BEVERAGES, ALCOHOLIC LIQUIDS AND
TOBACCO
MINERAL PRODUCTS
CHEMICAL INDUSTRY PRODUCTS
LEATHER AND MANUFACTURES
WOOD, CHARCOAL AND MANUFACTURES OF
WOOD
TEXTILES AND THEIR MANUFACTURES
COMMON METALS AND ARTICLES OBJECTS OF
ART OR COLLECTION
MEDICAL EQUIPMENTS

PROFESSIONAL SERVICES
COMPUTER AND RELATED SERVICES
REAL ESTATE SERVICES
TELECOMMUNICATION SERVICES
POSTAL AND COURIER SERVICES
AUDIOVISUAL AND MULTIMEDIA PRODUCTS
CONSTRUCTION AND RELATED ENGINEERING
SERVICES
EDUCATIONAL SERVICES
ENVIRONMENTAL SERVICES
HUMAN HEALTH SERVICES
TOURISM AND TRAVEL RELATED SERVICES
RECREATIONAL, CULTURAL AND SPORTING SERVICES

EXPORT FREE

CUSTOMS TARIFF

IMPORT NMF 10.7%

EXPORTABLE SUPPLY OF GOODS AND SERVICES



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA



Handmade hardwood charcoal, which has a bright black quality feature, metallic sound to the touch, absence of char, ash or other particles as well as low relative humidity.

***Charcoal - Marabou charcoal - Charcoal Roturado - Charcoal Mix -
Hardwood charcoal
Cinder.***

Shaped by Cuban climate, geography, history, and people, rum is an essential part of the nation's culture. Also Fitomas and Sorbitol



Fruits and agricultural products fresh, dried, pickled, frozen, canned, sweet and pulp. Also concentrated juices and natural, meat of all kinds, smoked, sausages, in different formats.

The integration of the biotechnology and pharmaceutical industries in science, production and marketing in a closed cycle is one of the pillars of Cuba today.



EXPORTABLE SUPPLY OF GOODS AND SERVICES



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA



Original works of the different avant-garde generations are marketed, naif art and the most relevant of contemporary Cuban art.

Phonographic and/or audiovisual products

Music through on-line marketing

Licenses for reproduction and physical marketing

Subscription and Advertising Service in Cultural Magazine

Digital sale of books in foreign digital Platforms



Computer services are provided by Cuban enterprises with more than 30 years of experience in the development and implementation of applications and technological solutions.

STEPS REQUIRED FOR NEGOTIATIONS WITH CUBA



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA



Agreements

Identify the import-export
company



A7 or
D7 visa

Authentication & registration
of documents



Bidding

Supplier & customer
catalogue



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

FOREIGN INVESTMENT



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

FOREIGN INVESTMENT NUMBERS(2014/nov2018)

+5.5 BILLION USD

COMMITTED CAPITAL

+25 **COUNTRIES**

44 IN THE SDZM

134 OUTSIDE THE SDZM

21 REINVESTMENT

11 MULTINATIONALS





PORTFOLIO OF OPPORTUNITIES 18/19



PORTFOLIO OF OPPORTUNITIES 18/19



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

ALL SECTORS

**EXCEPT SERVICES
HEALTH / EDUCATION / MILITARY SECTORS**

JOINT VENTURES

TOTALLY FOREIGN CAPITAL COMPANY

NATURAL PERSONS / SUBSIDIARY / BRANCH

MODALITIES

INTERNATIONAL ECONOMIC ASSOCIATION AGREEMENTS

**CONSTRUCTION / HOTEL PRODUCTION / SERVICES MANAGEMENT
RISK CONTRACTS**

CUBAN PARTICIPATION

**MAJORITY SHARES
EXTRACTION OF NATURAL RESOURCES/ PUBLIC SERVICES/
BIOTECHNOLOGY/ WHOLESALE/ TOURISM**

EMPLOYER-ENTITY

**SUPPLY AND CONTROL THE
WORKFORCE**

STATE ASSETS

WILL NOT BE TRANSFERRED IN PROPERTY

PRO INVESTMENT ENVIROMENT



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

FAST APPROVAL
REGIME **60** DAYS

COMPETITIVE
NATIONAL
TALENT

OTHERS INCENTIVES

FREE TRANSFER ABROAD / FREE
FROM TAXES. (Dividends or
profits)

SPECIAL TAXATION SYSTEM

LEGAL SECURITY

MARIEL SDZ

60 PUBLIC
UNIVERSITIES

TOTAL UNIVERSITY ENROLMENT

112000

CITIZENS

+ONE MILLION
UNIVERSITY GRADUATES

PRO INVESTMENT ENVIROMENT



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

SPECIAL TAXATION SYSTEM

ON PROFITS

15%

FIRST **8** YEARS AND +
FOR REINVESTED PROFITS

0%

- JOINT VENTURES
- IEA AGREEMENTS



0% ON USING OF LABOR FORCE

0%

ON SALES OR SERVICES

FIRST YEAR, AFTER THAT

1%

EXEMPTED

ON PERSONAL INCOMES TO PARTNERS OR PARTIES
CUSTOMS TARIFF (INVESTMENT PROCESS)



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

FOREIGN INVESTMENT MARIEL SDZ

45KM West of Havana

Most modern in the Region

CONTAINERS TERMINAL

Neo Panamax vessels

CORPORATE TAX

0%

During the first 10 years
of operation 12%
thereafter

TAX ON THE USE OF
LABOR FORCE
CONTRIBUTION TO
LOCAL DEVELOPMENT

0%

Exempted

CUSTOM DUTIES

0%

On imports of means
and equipment for the
investment process

TAX ON SALES AND
SERVICES

0%

During the first year of
operation 1% thereafter





CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

FOREIGN INVESTMENT MARIEL SDZ-



ONE STOP SHOP SYSTEM

OFFICE SUPPORT





CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

- PORTFOLIO OF OPPORTUNITIES 18/19 -



AGROFOOD

108 (13 IN ZED MARIEL)

13.2% OF THE
COUNTRY'S
WORKING-AGE
POPULATION WORKS



13.2%

6.24 MILLION HECTARES OF
AGRICULTURAL LAND
2.7 MILLION **ONLY** CULTIVATED

The agricultural system has drawn up
development programs of the principal
products to the year 2020.

66% EMPLOYED
IN THE COOPERATIVE
SECTOR



66%

DOMESTIC MARKET
POTENTIAL **2000**
MILLION USD



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

PORTFOLIO OF OPPORTUNITIES 18/19 -



AGROFOOD

108 (13 IN ZED MARIEL)

+1.4 BILLION USD

ESTIMATED AMOUNT

Increase food production, encourage sustainable development and increase efficiency, quality and competitiveness in the different forms of production management at work in this sector.

FRUIT, VEGETABLES, GRAINS AND CEREALS, BEEF, PORK, POULTRY, ANIMAL FOOD AND MILK, AS WELL AS INTEGRAL PRODUCTS INCLUDING INTENSIVE MANAGEMENT OF FORESTRY PRODUCTS HAVING A COMMERCIAL NATURE.

It excludes **tobacco agricultural products** and the **premium cigar industry / capture and industrialization of lobster.**

LAND OWNERSHIP SHALL NOT BE TRANSFERABLE.

In joint business ventures, the contribution of the Cuban Part may include the real right of usufruct for the land.

MODALITIES
JV / FTCC / IEAA



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

PORTFOLIO OF OPPORTUNITIES 18/19 -



AGROFOOD

SOME PROJECTS



**INCREASED AQUACULTURE PRODUCTION
AND ITS INDUSTRIALIZATION.**

31.5 MMUSD
JOINT VENTURE

**RICE PRODUCTION INSOUTHERN ARTEMISA
PROVINCE**

37 MMUSD

International Economic Partnership



**INCREASED PRODUCTION POTENTIAL FOR
SHRIMP FARMING (4 PROJECTS)**

3 MMUSD

Productive Management Agreement



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

PORTFOLIO OF OPPORTUNITIES 18/19



INDUSTRIAL SECTOR

48 (21 IN ZED MARIEL)

+3.1 BILLION USD

ESTIMATED AMOUNT



To promote projects permitting **modernization and the creation of capacities** for the objective of **increasing the levels** of meeting domestic demands, **replacing imports and encouraging exports**, **generating productive linkups** in the branches of the **Steel/iron machinery, light, chemical and electronics industries**.



MODALITIES
JV /FTCC /IEAA



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

PORTFOLIO OF OPPORTUNITIES 18/19



INDUSTRIAL SECTOR
SOME PROJECTS

CUBAINDUSTRIA

INTERNATIONAL
INDUSTRIAL CONVENTION
AND EXHIBITION

- PRODUCTION OF ELECTRICAL CABLES.
- ELEVATOR ASSEMBLY.
- PRODUCTION AND SALE OF HIGH-TECH MEDICAL EQUIPMENT.
- DEVELOPMENT OF NANO MANUFACTURE INFRASTRUCTURE.

PRODUCTION OF FLEXIBLE PLASTIC CONTAINERS.

10 MMUSD

Joint Enterprise or
Totally Foreign Capital Enterprise



PRODUCTION OF FLAT GLASS AND ITS PRODUCTS.

65 MMUSD

JOINT VENTURE



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

- PORTFOLIO OF OPPORTUNITIES 18/19 -



**PHARMACEUTICAL &
BIOTECHNOLOGY**

7
(5 IN ZED MARIEL)

+326 MILLION USD

ESTIMATED AMOUNT

To promote projects in Cuba with strategic partners for the manufacture of finished products and active drug ingredients for generic medicines.

In the case of biotechnological products, We will be evaluating specific businesses that Would complement domestic projects.

Preserving intellectual property and looking out for the proper use of what may be jointly generated.

The creation or extension of production capacities



20000+ EMPLOYEES

5000+ UNIVERSITY GRADUATES

200+ DOCTORS IN SCIENCES

1000+ MASTERS IN SCIENCES

1000+ TECHNOLOGISTS

600+ RESEARCHERS



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

- PORTFOLIO OF OPPORTUNITIES 18/19 -



PHARMACEUTICAL & BIOTECHNOLOGY

Disease prevention
with prophylactic
vaccines

Cancer prevention,
diagnosis and
treatment

Main
productions

diagnosis and rehabilita-
tion for cardiovascular
diseases

Overall care for
diabetic patients



Over 2 600, patents
have been granted abroad

THE BUSINESS GROUP IS COMPOSED OF:

34 companies :

20 producers

10 sales outlets

4 deal with services

14 entities abroad:

6 joint enterprises

5 enterprises with totally Cuban capital

2 representation offices

1 branch in Colombia

Establishments in every
province in Cuba

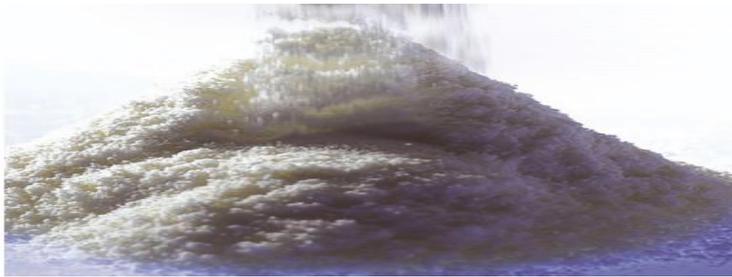
- PORTFOLIO OF OPPORTUNITIES 18/19 -



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA



PHARMACEUTICAL & BIOTECHNOLOGY



PRODUCTION AND SALES OF THE CLASSIC SWINE FLU VACCINE (PORVAC).

6,83 MMUSD

International Economic Partnership

PRODUCTION AND SALE OF PRODUCTS DERIVED FROM HUMAN PLACENTA.

25 MMUSD

Joint Enterprise



- EXPOSITIONS AND FAIRS IN CUBA 2019 -



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

International Salon for restaurants and tourist services

Location: Pabexpo / May
28th to 30th



SALÓN INTERNACIONAL PARA RESTAURANTES,
HOTELES Y SERVICIOS TURÍSTICOS



FIHAV 2019, International Fair of Havana

Location: Expocuba / November 4TH to 8TH

FIART - XXI Handcrafting International Fair

Location: Pabexpo / December 4th to 18th



ENTITIES FOR ASSISTANCE OF ENTREPRENEURS



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA

Cámara de Comercio de la República de Cuba

Calle 21 No. 661 esq. a calle A, Vedado, La Habana, Cuba.

Tel.: (53) 78381321 / 78371322 / 78381452

E-mail: presidencia@camara.com.cu

Web: <http://www.camaracuba.cu>

PROCUBA

Calle 10 No. 512 e/ 31 y 5ta. Ave., Playa,
La Habana, Cuba

Tel.: (53) 72144345 / 72144340

E-mail: sic@mincex.cu

Web: <http://www.procuba.cu>



ProCuba



CÁMARA DE COMERCIO
DE LA REPÚBLICA DE CUBA



FOREIGN TRADE AND INVESTMENT
IN CUBA
2019
