

# BUSINESS IN CUBA

## PROSPECTS AND OPPORTUNITIES



**ProCuba**

Your ally for foreign trade  
and foreign investment in  
Cuba



# INTRODUCTION

Cuba has expressed its determination to



**FACILITATE BUSINESS**

**PROMOTE NEW OPPORTUNITIES  
AND NEW ECONOMIC ACTORS SME's**

**2020** DIFFICULT YEARS DERIVED FROM.

- COVID-19 pandemic contraction
- Strengthening of US economic embargo against Cuba

**2022**





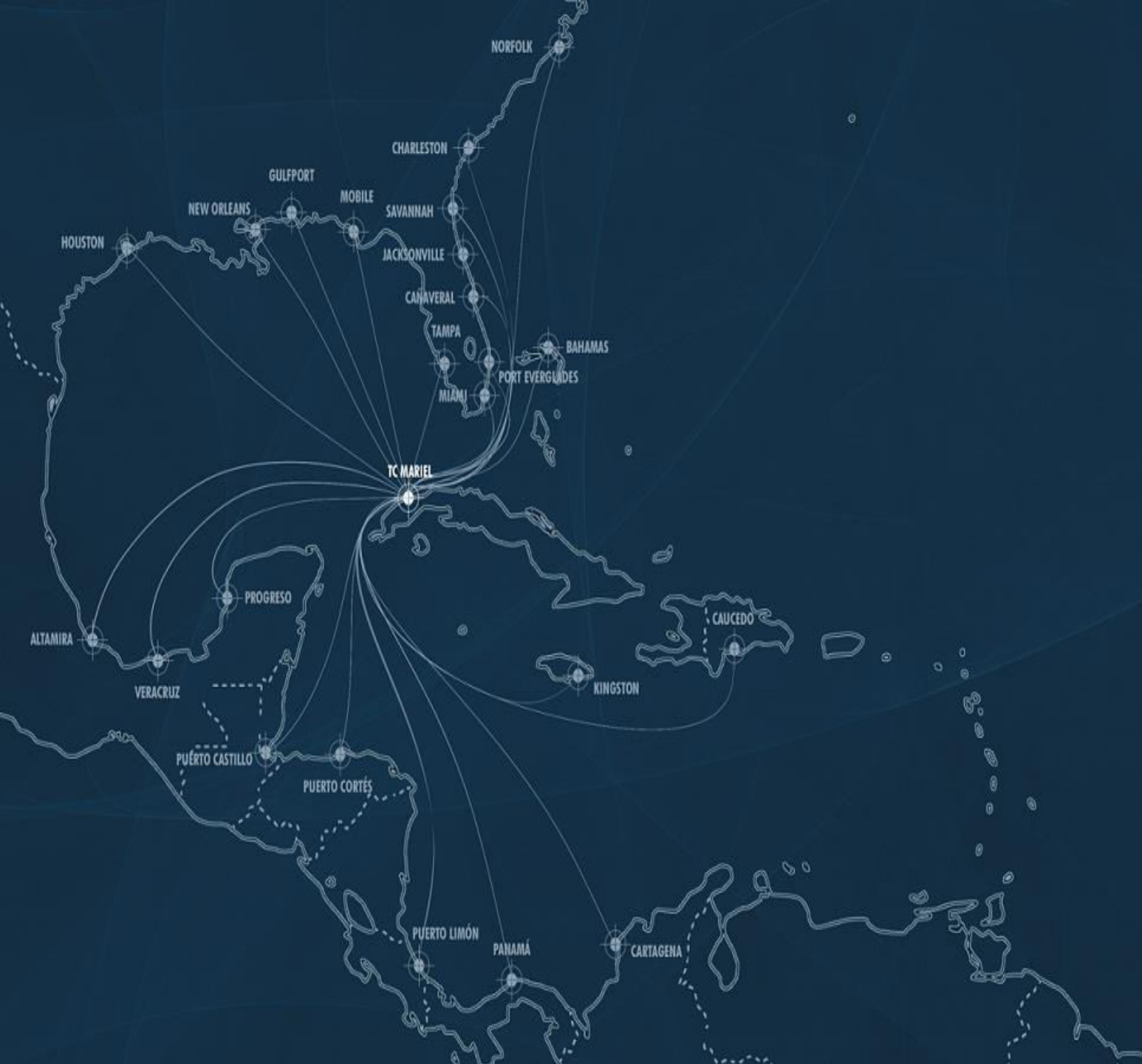
# FOREIGN INVESTMENT PRIORITIES

Food production.  
Renewable energy.  
Productive chains.  
Diversification of the exports.  
Import substitution.  
Access to external financing.  
Access to advanced technologies.  
Circular economy.

## Creation of the Economic Development Zone (EDZ) MARIEL:

- \*By Law Decree 313 with special provisions that offer additional advantages.
- \*World-class logistics and production platform.





## New Hub for The Americas

Mariel Containers Terminal S.A is a 100% Cuban company, administered by PSA International. It is one the most modern terminals in The Americas, aiming to become and important transshipment port and regional logistics hub. It is designed to operate New Panamax vessels (12 500 TEUs).

800 000 TEUs annual capacity  
1400 reefer plugs  
702 meters pier length  
17.9 meters draft

# POLICY UPDATES FOR FDI

## Some recent adjustments:

- Possibility of association with new private sector.
- Foreign ownership allowed in all foreign investment sectors, except mining and public services.
- Easing of foreign financial transactions for all enterprises.







# ONLINE PORTFOLIO OF INVESTMENT OPPORTUNITIES



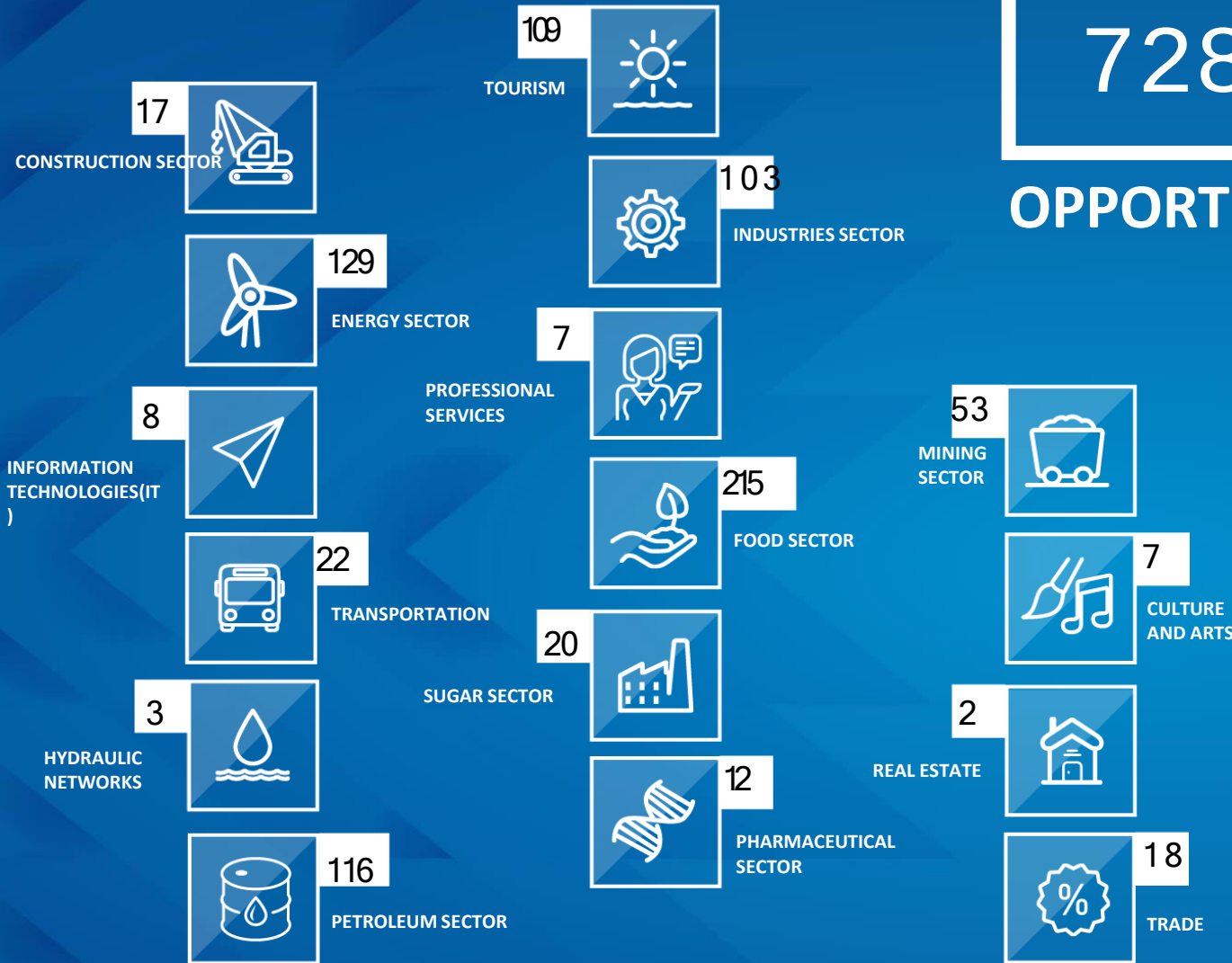
- [www.inviertaencuba.mincex.gob.cu](http://www.inviertaencuba.mincex.gob.cu)
- Accessible from anywhere in the world.
- Regularly updated.
- It offers a greater amount of information.
- Access to real-time data on user interests.
- 5 languages (ESP, ENG, FRA, RUS and ITA)



portfolio of investment opportunities

728

OPPORTUNITIES



The Portfolio is not limited to this projects only. There is a willingness to evaluate other interests.

# EXPORT PORTFOLIO PRODUCTS AND SERVICES



- English and Spanish versions

• [www.procuba.cu/oferta-exportable-de-cuba](http://www.procuba.cu/oferta-exportable-de-cuba)

• Useful information on Cuban export products in sectors such as:

- Biopharmaceutical
- Tourism
- Agroindustry

**+350** products  
320 products  
52 services

Contain technical specifications, variations, business models, images & other useful information



# BIOPHARMACEUTICAL SECTOR

## PRODUCTS:

- COVID-19 VACCINES:  
Abdala, Soberana (01, 02, Plus), Mambisa
- OTHER TRADITIONAL AND NON-TRADITIONAL VACCINES
- BIOLARVICIDES
- CYTOSTATICS
- EYE DROPS AND EYE CHOLYRIUMS
- LABORATORY REAGENTS
- GENERIC DRUGS & INYECTABLES

## SERVICES:

- PROFESSIONAL AND SCIENTIFIC SERVICES
- CLINICAL TRIALS
- SCIENTIFIC EVENTS AND WORKSHOPS
- PROFESSIONAL TRAINING
- MEDICAL AND WELLNES SERVICES ASSOCIATED TO BIOTECH PRODUCTS





## TOURISM SERVICES SECTOR

- NATURE, WELLNES AND CULTURAL HERITAGE
- MARINAS AND WATER SPORTS
- SPECIALIZED TOURISM

## CULTURAL SERVICES SECTOR

- MUSIC AND VARIETY SHOWS
- CULTURAL CIRCUITS AND FESTIVALS
- ARTISTIC EDUCATION AND WORKSHOPS

## SPORTS SERVICES SECTOR

- INFORMATION TECHNOLOGIES (IT) SOLUTIONS FOR SPORTS ACTIVITIES
- COACHES, SPORTS MEDICINE, PHISIO THERAPY, SPORTS PSYCHOLOGY, METHODOLOGIST SERVICES
- PREPARATION CAMPS AND TRAINING COURSES FOR ATHLETES IN CUBA
- SPECIALIZED MEDICAL SPORTS SERVICES





## AGROINDUSTRY SECTOR

### ◀ **TOBACCO PRODUCTS:**

Premium Cigars - Raw Tobacco

### ◀ **FISHERIES:**

Lobster - Prawns - Conch meat - Blue Crab  
- Crab meat - High Seas Fisheries - Angule  
(live)

### ◀ **ALCOHOLIC BEVERAGES:**

Beer - Rum - Liqueur

### ◀ **NON-ALCOHOLIC BEVERAGES:**

Bottled water - Fruit Juices - Sodas - Tea

**CHARCOAL**





## **EDUCATIONAL SECTOR (SERVICES)**

### ◀ **TERTIARY AND POST GRADUATE STUDIES IN CUBA:**

Degrees on Science, Technical,  
Building and Preservation of  
Cultural Heritage Patrimony  
Studies.

Sports and Physical  
Education studies.



### **SPECIALIZED PROGRAMS**



## **MINISTERIO DEL COMERCIO EXTERIOR Y LA INVERSIÓN EXTRANJERA**

[inversionextranjera@mincex.gob.cu](mailto:inversionextranjera@mincex.gob.cu) [www.mincex.gob.cu](http://www.mincex.gob.cu)

## **DIRECCIÓN DE COMUNICACIÓN Y PROMOCIÓN DEL COMERCIO EXTERIOR Y LA INVERSIÓN EXTRANJERA**

[procubainfo@mincex.gob.cu](mailto:procubainfo@mincex.gob.cu)

[www.procuba.gob.cu](http://www.procuba.gob.cu)

## **CÁMARA DE COMERCIO DE LA REPÚBLICA DE CUBA**

[proinversion@camara.co.cu](mailto:proinversion@camara.co.cu) [www.camaracuba.cu](http://www.camaracuba.cu)

## **OFICINA DE LA ZONA ESPECIAL DE DESARROLLO MARIEL**

[www.zedmariel.com](http://www.zedmariel.com)



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