

CUBAN EXPORTS OF GOODS AND SERVICES September 2011

Exports of Goods and Services

Pharmaceutics and Biotechnology

- **Biotechnological drugs:**

Heberprot-P Treatment of diabetic foot

HBV vaccine (NASVAC) Recombinant VS hepatitis B

Vaccine VS Hepatitis C virus

Vaccines, Cyto-protective agent, against cancer

Development Recombinant vaccine against Dengue virus.

Products for vitiligo and psoriasis treatment

- **Generic drugs**

- **Biological, pharmacological and veterinarians drugs with a special**

line for human cancer treatment

- **Instruments and medical**

Equipment for several specialties

Agri-food Industry

Products

- Bottled and bulk white, gold and special aged Rhums and aguardiente (Arecha, Cubay, Santero y Mulata)

- Twisted Cigar

- Seeds

- Agricultural and farming products: biofertilizers

- Vector control comprehensive projects

Services

Agricultural and environmental services

Industry

Mining: non ore minerals

- **Zeolite; wide ranch of types for agriculture and water treatments**

Engineering services: perforation, geology, soil engineering and mining services

Metalworking Industry

- ✓ Raw materials and materials for the steel and foundry

- ✓ Systems and specialized heavy equipment for construction and agriculture

- ✓ Structures, profiles, large metal containers

- ✓ Processing plants and facilities food

- ✓ Cooling systems, air conditioning and boilers.
- ✓ Buses and trailers
- ✓ Refrigerators, Chiller Cold Room
- ✓ Gastronomic and neutral furniture

ICTs Services

- Software development and products and services marketing:
 - ✓ Comprehensive information solutions: nets, consultancy, projects, human resources training and technical assistance.
 - ✓ Automation Services.
 - ✓ ICT and Telecom Comprehensive Services
 - ✓ Administration and Management of information and telecom technology and software engineering.
- Comprehensive services for
- photovoltaic modules usage.
- Turn key projects

Construction

- Design and Engineering for all types of works
- Construction and assembly
- Procurement Technical Assistance and skilled workforce and crew for Marine Engineering Works and Dredging.
- Engineering-Geological Investigations
- Construction Engineering of Coastal, Maritime, Port and Dredging

Tourism

- ✓ Health tourism
- ✓ Ecotourism
- ✓ Sun and beach
- ✓ Events e incentives
- ✓ Cultural

Culture

- Casa de la Música, El Floridita and La Bodeguita del Medio franchises
- Cuban films and film posters
- DVD distribution
- Original works of fine art, serigraphs and media productions, Compay Segundo Product Line
- Musical Instruments
- Musical Production Projects
- Artistic presentations, technical assistance and training in ballet.

Cuba: Foreign Direct Investment

The new foreign capital investments will be directed to:

- Diversification and expansion of export markets for Cuban products and services
- Access to external financing medium and long term.
- Ensuring access to advanced technologies
- Import substitution
- Achieve greater production efficiency.
- Incorporate new and more efficient management methods
- Development of new sources of employment.

Main Foreign Investment Modalities in Cuba

Law 77

- Joint venture
- International Economic Association Contract

5290 agreement

- Cooperated Production Contract (Goods and Services)
- Management Contract (Products and Services)
 - Hotel Management Contract

Investment opportunities

- Tourism
- Oil
- Mining
- Energy

Tourism

- Construction of new building capacity
- Hotel Management Contracts.
- Extrahotel infrastructure
- Investments for the development of golf courses associated with real estate
- Theme parks where high-tech link
- Investment in infrastructure to complete non-hotel services
- Integrated developments that include housing, marinas, golf and other infrastructure services

Oil

- Risk exploration contracts in Cuba's Exclusive Economic Zone in the Gulf of Mexico.
- Risk exploration in shallow waters.

- Exploited wells recovery.
- Services related to improving wells. the quality of oil
- Servicing of drilling in Cuba and 3rd countries.

Mining

- Geological prospecting
- Exploration for mineral deposits such as manganese, zeolite, gold, silver, copper, lead, zinc, silica sand, among others.

Energy

- ✓ Wind farms. (Possible installed immediately up to 600 Mw. Intensive use).
- ✓ Biomass Plant (Possible 100 to 150 Mw.).
- ✓ Biogas plants to generate electricity from pig waste, vegetable and others. (Possible up to 100 Mw.).
- ✓ Photovoltaic Parks. (Possible up to 200 Mw.).
Power generation from forest biomass.
- ✓ Possible use of carbon credits.