



INVESTING IN CUBA
2019

“

- **BUSINESS ENVIRONMENT** -

- FOREIGN INVESTMENT -

- PORTFOLIO OF OPPORTUNITIES 18/19

”

OFFICIAL NAME

REPUBLIC OF CUBA

CAPITAL
HAVANA

AREA
**110 992
SQ. KM**

PUBLIC
HEALTH
SYSTEM
**FREE
OPEN
UNIVERSAL**

LITERACY
RATE
99%

OFFICIAL
LANGUAGE
SPANISH

POPULATION
11.2 MILLION

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

EDUCATION
**FREE, PUBLIC
AND UNIVERSAL**

NATIONAL DAY
1ST JANUARY

AVERAGE LIFE
EXPECTANCY
AT BIRTH
79 YEARS

INDEX OF HUMAN
DEVELOPMENT
67 UNDP(2015)



- PRO BUSINESS ENVIRONMENT -



LEGAL FRAMEWORK

TRANSPARENT
SECURE LEGAL BODY

RESEARCH AND INNOVATION POLICIES



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

PRIVILEGED
GEOGRAPHIC LOCATION

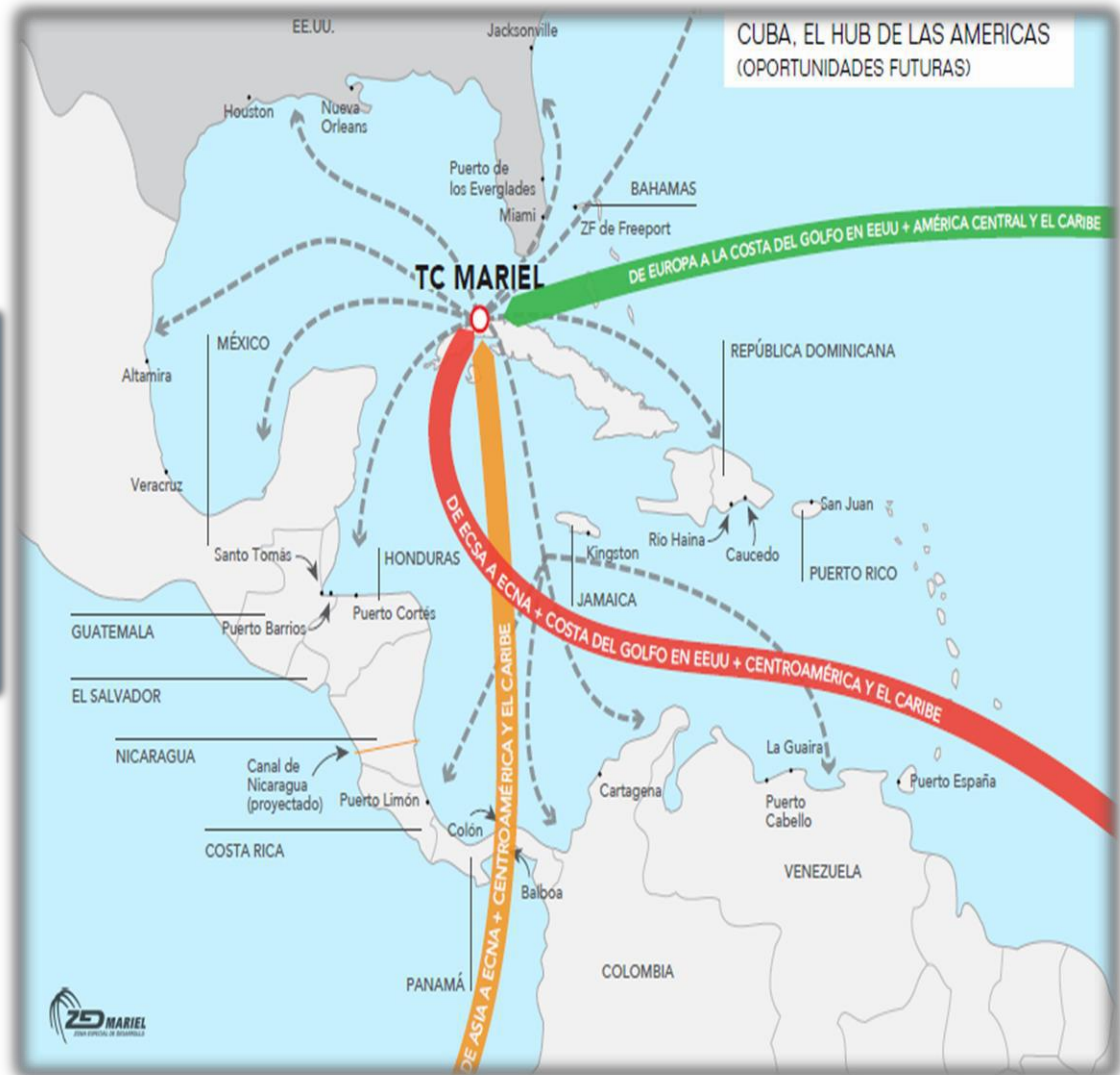
- HIGH EDUCATIONAL, HEALTH CARE AND SOCIAL SECURITY STANDARDS -

- PRO BUSINESS ENVIRONMENT -

Short access time to major cities in the Caribbean, 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 ENVIRONMENT -

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

Diplomatic
relations
+180
countries

LAC
21 Regional
Multilateral
Bilateral
Economic
Agreements

Trade
relations
+150
countries



- FOREIGN TRADE / NUMBERS 2017 -

OPEN ECONOMY. HIGHLY DEPENDANT ON FOREIGN TRADE. NET FOOD IMPORTING COUNTRY

Goods Imports 81%, Goods Exports 19%

Exports to 119 countries.

IMPORT

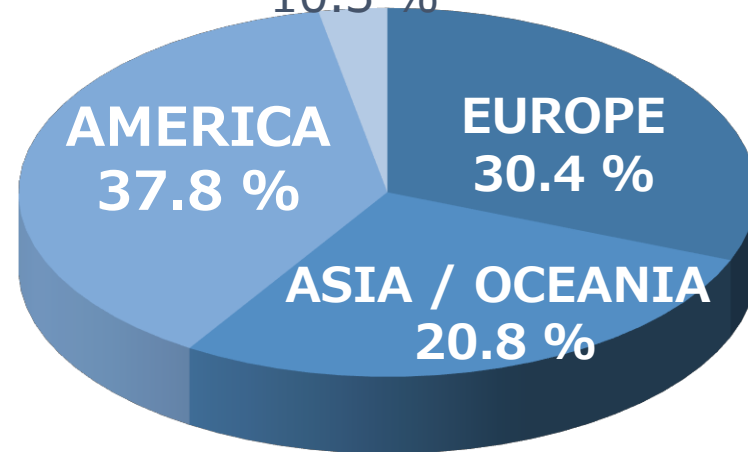
- Fuels and lubricants
- Food
- Metals Manufactured
- Chemicals and related products
- Transportation equipment and machinery
- Textile and Manufactured items.

EXPORT

- Minerals fuels
- Nickel
- Generic and Biotech drugs
- Sugar and its products
- Tobacco
- Alcoholic drinks
- Marine products
- Steel products
- Coffee

TRADE EXCHANGE PER REGION

AFRICA / MIDDLE-EAST
10.3 %



CUSTOMS TARIFF EXPORT FREE.
IMPORT NMF 10.7%



“

- BUSINESS ENVIRONMENT -

- **FOREIGN INVESTMENT** -

- PORTFOLIO OF OPPORTUNITIES 18/19-

”

- ECONOMIC PERFORMANCE 2018 -

GROSS DOMESTIC PRODUCT grew up by 1.2%

TOURISM



4.7
%

TRANSPORT



5.7
%

Manufacture



3.7
%

Telecommunications



2.8 %



TRAVELERS'
CHOICE
— 2017 —

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

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



PATH OF DEVELOPMENT.CUBA NEEDS TO REACH SUSTAINED LEVELS OF GROWTH OF 5%

- GENERAL POLICIES

FOREIGN INVESTMENT ENVIRONMENT -



**DIVERSIFICATION
OF EXPORT MARKETS**

**EXTERNAL FINANCING
SOURCES**

**HIGH-TECH
TRANSFER**



**ENERGY MATRIX
RENEWABLE GENERATION
SOURCES**

**ADVANCED
TECHNOLOGIES**



IMPORT DECREASE

NEW JOBS



- PRO BUSINESS ENVIRONMENT -

FAST APPROVAL
REGIME

60 DAYS

COMPETITIVE
NATIONAL
TALENT

OTHER 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 BUSINESS ENVIRONMENT -

SPECIAL TAXATION SYSTEM

ON PROFITS **15%** FIRST **8** YEARS OF EXCEPTIONS
FOR REINVESTED PROFITS. 0%

- JOINT VENTURES -
- IEA AGREEMENTS -



0% ON USING OF LABOR FORCE **0%** FIRST YEAR, **AFTER THAT** **1%**
ON SALES OR SERVICES

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

- PRO BUSINESS ENVIRONMENT -

SPECIAL TAXATION SYSTEM

ON PROFITS

35% MAY GO UP TO **50%** EXPLOITATION
NATURAL RESOURCES

- TOTALLY FOREIGN
CAPITAL COMPANY -



5% ON USING OF LABOR FORCE

5% ON WHOLESALE SALES **10%** ON RETAIL SALES

10% ON SERVICES **CUSTOMS** TO BE SET IN THE
CUSTOMS TARIFFS

- FOREIGN INVESTMENT/MARIEL SDZ -

1ST in Cuba.

Most modern in the Region

CONTAINERS TERMINAL

45KM

West of Havana

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

ONE STOP SHOP SYSTEM

OFFICE SUPPORT



FAST APPROVAL
REGIME

2 LEVELS OF
APROVALS

60 DAYS

- FOREIGN INVESTMENT / NUMBERS 2018 -

+2BILLION USD
COMMITTED CAPITAL

COUNTRIES +20

+5 JOINT VENTURES

HOTEL ADMINISTRATION CONTRACTS

+9

+11 TFC COMPANY

IEA AGREEMENTS

+5

+9 MULTINATIONALS



“

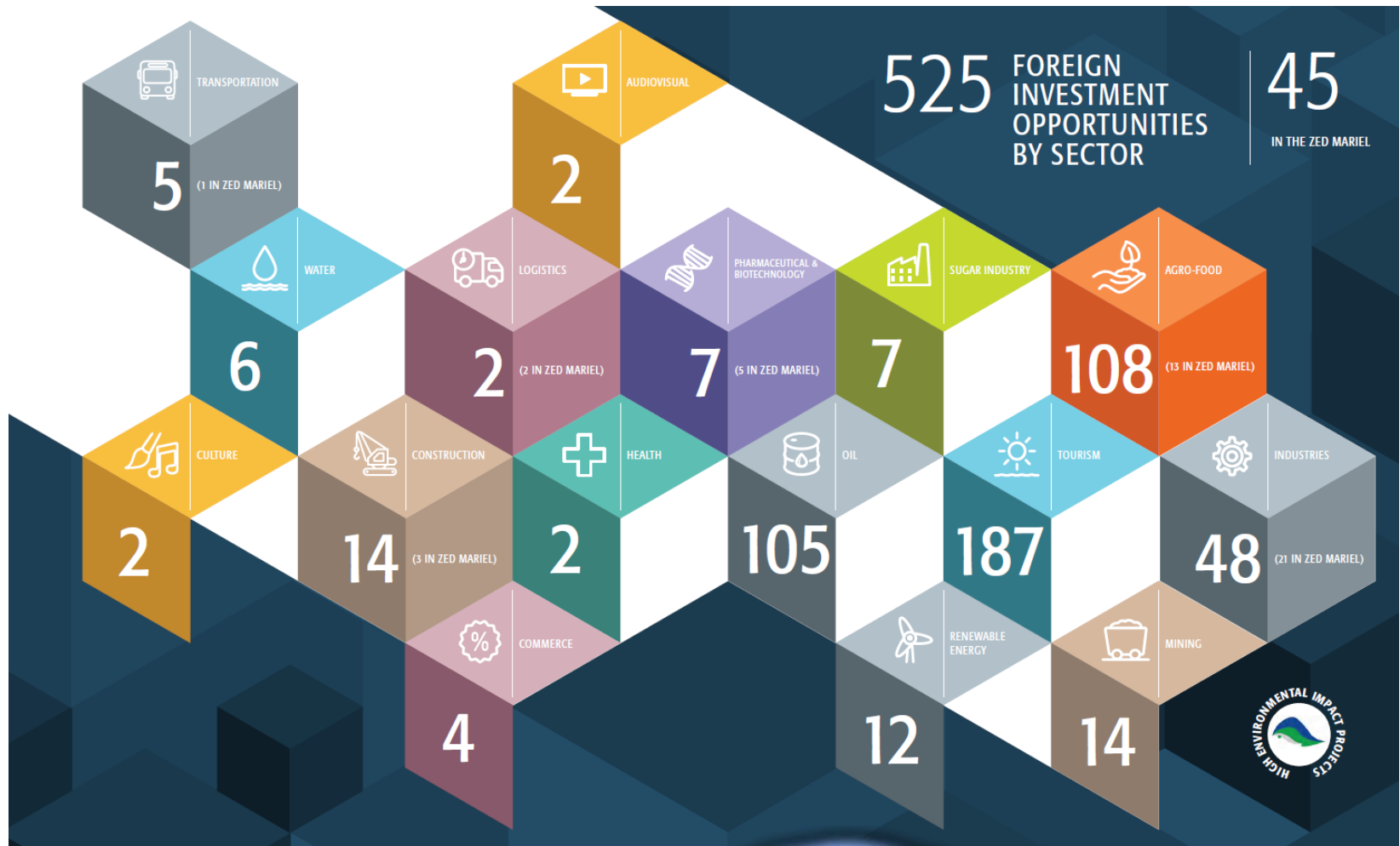
- BUSINESS ENVIRONMENT -

- FOREIGN INVESTMENT -

- PORTFOLIO OF OPPORTUNITIES 18/19 -

”

- PORTFOLIO OF OPPORTUNITIES 18/19 -



45 Projects



10.7 Bil. USD

525 Projects

- PORTFOLIO OF OPPORTUNITIES 18/19 -

ALL SECTORS EXCEPT SERVICES
HEALTH / EDUCATION / MILITARY SECTOR

JOINT VENTURES
TOTALLY FOREIGN CAPITAL COMPANY
NATURAL PERSONS / SUBSIDIARY / BRANCH

MODALITIES

INTERNATIONAL ECONOMIC ASOCIACION AGREEMENTS
RISK CONTRACTS / CONSTRUCTION / HOTEL PRODUCTION / SERVICES MANAGEMENT

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

- PORTFOLIO OF OPPORTUNITIES 18/19 -



- APPROVED POLICIES -

RECYCLING



Promote the intensification of recycling and increase the added value of the recovered products.

PACKAGING



Develop the packaging production industries based on an integral conception of the activity.

MACHINES AND EQUIPMENT



Define priorities and work systems for the adequate use of machinery and equipment, stop the deterioration and indiscriminate dismantling of the park, responding to unmet demands.

- MAIN PROJECTS -



Production and marketing of rigid tubes for tobacco



Production and marketing of metal structures



Production of flexible packaging and polyethylene extrusion



Production of electrical conductors



Production and marketing of tin containers



Integrated System of Urban Solid Waste

- MAIN PROJECTS -



METAL PROCESSING CENTER



**INTEGRATION OF THE NATIONAL INDUSTRY IN
THE CONSTRUCTION OF PHOTOVOLTAIC
PARKS**



**INTEGRATION OF THE NATIONAL INDUSTRY IN
THE CONSTRUCTION AND ASSEMBLY OF
BIOELECTRIC POWER PLANT**



**ENHANCE THE PRODUCTION OF SOLAR
HEATERS**

OTHER PRIORITIZED DEVELOPMENT INTERESTS



1. Production and commercialization of faucets
2. Production of climate equipment
3. Production of flat glass
4. Production of glass containers for industry pharmaceutical
5. Production of flexible plastic containers
6. Production of cleaning products, mattresses, pillows for tourism Manufacturing of treatment plants, desalination plants
7. Production of electric motorcycles

2019

90th Anniversary Of The Establishment Of Bilateral Relations

“



”

どうもありがとう
ございました



INVESTING IN CUBA
2019
