

1ST GERMAN-CUBAN BUSINESS FORUM

RENEWABLE ENERGIES – AGROBUSINESS – BIOMEDICINE/PHARMA

May 15-16, 2017
Meliá Hotel
Havana, Cuba



The United Nations Industrial Development Organization (UNIDO), the Cuban Ministry of Trade, the Cuban Chamber of Commerce and GLB German Latin Business GmbH are pleased to invite you to the **1st German-Cuban Business Forum**, focusing on **Renewable Energies, AgroBusiness and Biomedicine/Pharma**.

For a long time, UNIDO has been cooperating closely with the government of Cuba in the process of defining, developing and strengthening key sectors in the Cuban economy. In the course of this process, the government decided to put the sectors mentioned above at the **core of its industrial development strategy**.

This high-level conference, initiated by UNIDO, is embedded directly into this strategy. It will serve as a bridge between Cuban industry and industrial policy on the one hand – with hundreds of already developed or planned projects and investment opportunities – and German high-tech companies interested in developing long-term partnerships with Cuba on the other hand. We cordially invite you to explore these opportunities, to learn more about how to do business in Cuba, and to discuss concrete and specific business projects with the respective government representatives. The government of Cuba is keen to attract leading German companies and is committed to making your first steps in Cuba attractive and smooth. UNIDO and the other organizers will pave the floor for that and accompany you in establishing fruitful business relations in Cuba – during this conference and beyond.

Welcome to Cuba!

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AGENDA

Monday, May 15 2017

8.30h Accreditation

9.00h Opening Ceremony

- *Thomas Karl Neisinger, German Ambassador to Cuba*
- *UNIDO*
- *GLB*
- *Ministry of Trade of Cuba*
- *Chamber of Commerce of Cuba*
- *Ministry of Energy and Mines of Cuba*
- *Ministry of Industry of Cuba*
- *Entrepreneurial Group for Biotechnology and Pharmaceuticals (BioCubaFarma)*
- *Entrepreneurial Group for Food Industry (GEIA)*

9.30h Renewable Energies, AgroBusiness and Biomedicine as part of UNIDO country strategy for Cuba Debate

- *Dr. Carlos Chanduvi-Suárez, Regional Director Latin America and Caribbean, UNIDO*

10.30h Coffee Break

11.00h How to do business in Cuba I: Opportunities through the Foreign Investment Law of Cuba Debate

- *Chamber of Commerce of Cuba*

12.00h How to do business in Cuba II: The Foreign Investment Law in Practice Debate

- *N.N.*

13.00h Lunch

14.00h Parallel sector workshops

Presentation of sector, opportunities and framework - Presentation of German companies - Debate

I: Opportunities in renewable energy

- *Rosell Guerra Campaña, Director Renewable Energy, Ministry of Energy and Mines*

II: Opportunities in AgroBusiness

- *Iris Quiñones Rojas, President, Entrepreneurial Group of Food Industry (GEIA)*

III: Opportunities biomedicine/pharma

- *Dr. Eduardo Martínez Díaz, Director General, Entrepreneurial Group for Biotechnology and Pharmaceuticals (BioCubaFarma)*

Tuesday, May 16 2017

9.00h Individually scheduled bilateral meetings with government, administration officials as well as local companies, according to your company profile and interests

13.00h Lunch

14.00h Bilateral meetings (continued)

16.30h Conclusions and closing ceremony

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SECTOR OVERVIEW AND SPECIFIC PROJECTS

The goal of this forum is to **discuss specific, concrete and achievable projects with the right people at the right time**. Therefore, we will prepare your stay at the forum the best we can. To do so, we will need to know as specifically as possible where your interests lie, what you plan to achieve and what you consider to be your *unique selling point*. By the same token, below you will find brief sector overviews and project outlooks of the relevant economic sectors. This picture is not exclusive; rather, it is intended to give you a general idea of where the interests of the Cuban government lie. You are also kindly invited to present own project ideas at the forum.

RENEWABLE ENERGIES

Given Cuba's strong dependence on fossil fuels, a stronger shift towards renewable energy is indispensable, both economically and ecologically. Therefore, the government has designed a strategy to achieve 24% electricity generation from renewables by 2030 (today: less than 5%). The following sources are being developed strategically at a national level: Wind (633 MW), PV (700MW), Biomass and Biogas (950MW), as well as Hydro Power (56MW). In the biogas sector alone, more than 500 projects need to be developed and built in order to make use of agricultural waste available in the country. Additionally, solar thermal power, solid urban waste and organic waste are being developed as sources of electricity on the local level. Finally, local off-grid projects (f.e. PV + battery) are possible. In the course of our forum, we will discuss already developed projects where foreign technology is needed, as well as opportunities and hurdles when it comes to financing. We will also look into possibilities for participants to contribute to further project development (more information: <http://www.german-latin.com/wp-content/uploads/2017/03/EERRCuba.pdf>).

AGROBUSINESS

Agriculture plays an important role in the Cuban economy. The availability of agricultural land (only one third of it is currently being cultivated) permits the expansion of the current production limits within a short period of time. Cuba has a strong interest in developing comprehensive agro-industrial projects as well as to modernize and increase the capacity of installed facilities, to reduce food imports and increase and diversify exports. The government is therefore offering concrete projects in the areas of fruit, vegetables, grains and cereals, beef, pork, poultry, animal food and milk, among others.

Sugar industry

- Modernization of sugar mills with electricity generation
- Introducing new technology for usage of bagasse or other sugar cane by-products, e.g. to produce disposable tableware, cement planks
- Modernization of existing sorbitol factory
- Alcohol distillery for a capacity of 200 000 liters/day
- Enlargement and modernization of existing distilleries
- Enlargement and modernization of existing rum factories
- Production and distribution of Cuban rum "Perla del Norte" and "Cubay"

- Organic distillery
- Introduction of manufacture chains and their components
- Enlargement and modernization of an existing boiler factory

Agriculture, forestry and foods sector

- Technological modernization of plants producing soy oil, cookies and crackers, sherbets, waters, carbonated beverages, wheat flour, candies, chocolate and confectionary products
- Technological modernization of plants for production of meat products and sausages, long-life dairy products and soy milk by-products
- Pork production for channeled commercialization and finished pork products (five projects)
- Buffalo cattle production for industrialization and the commercialization of milk and its by-products as well as goat milk
- Poultry meat production and commercialization (nine projects)
- Chicken meat production and commercialization
- Rice and peanut production
- Production of vegetal charcoal of Marabú biomass
- Plant for processing, classifying, packaging and exporting vegetal charcoal (two projects)
- Increasing of Marabú biomass planting with intensive forestry management
- Citrus and fruit production
- Production of wooden planks
- Production and commercialization of fine aroma cacao and superior quality coffee
- Production and export of pine resin and its by-products
- Production of mineral-vitamin pre-mixes
- Production of fresh vegetables, bananas, sweet potato
- Production of tropical flowers, cut flowers, garden vegetables, fresh carrots, organically grown vegetables, sesame and peanut seeds, corn, grain
- Plant for producing and commercializing cow milk
- Raising 5000 cows in stables
- Production and distribution of quail eggs, ostrich meat, duck meat, yucca flour, cereals, soy sauce
- Tanning exotic leather
- Increasing aquaculture production and its industrialization
- Refrigeration and boiler services

BIOMEDICINE/PHARMA

Cuba's medical system is among the best in the world. In many medical sectors, Cuban doctors and researchers are widely respected internationally – growing medical tourism is one of the consequences. In order to keep this position as a global frontrunner, Cuban authorities are keen to attract cooperation partners who are willing to engage in the country and become long-term partners for the projects mentioned below, among others. (more information:

http://www.biocubafarma.cu/wp-content/uploads/2016/06/Extended_Business_Project_Portafolio_2016.pdf).

Biotechnology Industry

- Monoclonal antibodies production plant (100 kg per year)
- Plant for the production of biopharmaceuticals to treat cancer and other chronic diseases (10 kg per year)
- Plant for the development and production of oral biological medicines, more precisely a cholera vaccine

Pharmaceutical Industry

- Cytostatics plant
- Blood products plant
- Injectable medicines production plant
- Cephalosporin and cabapenems injectables plant
- Oral penicilanic antibiotics plant
- Pharmaceutical compound for oral solid dosage forms
- Plant for solid oral dosage forms (tablets and capsules)
- Antiretroviral drugs production plant
- Contraceptives production plant
- Sprays measured dosage plant

Natural Products

- Production plant for oral solid dosage forms (tablets and capsules) of natural products
- Cosmetics production plant for soap, creams and gels

Supply Production Plants

- Manufacturing plant for sterile and disposable supplies, intended to be used in clean rooms of the biopharmaceutical industry, including clothing and cleaning material
- Production plant for supplies to be used in the bio industry (culture media and bags)
- Manufacturing plant for primary and secondary packaging materials

Auxiliary services: Associations for inversions provided by auxiliary systems, such as:

- Laboratory of metrology and validation of measurement instruments and production areas
- Specialized engineering services shop: refrigeration, water treatment, etc.
- Water and vapor treatment service plant
- Logistics services of warehousing for imported products and charges movements

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REGISTRATION FORM

For the 1st German-Cuban Business Forum on May 15-16, 2017 in Havana, I would like to register:

Name _____

Position _____

Company _____

Address _____

Telephone _____

Email _____

The cost of participation is EUR 999,- plus VAT (if applicable). The following cancellation fees apply: 4 weeks prior to the event: 50%, 2 weeks prior to the event: 80%, less than 3 days prior to the event or no-show: 100%.

For registration, sponsoring opportunities and further information, please contact:

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