

BUSINESS IS GREAT

BRITAIN



Cuba: Trade Mission to London Construction, Infrastructure, Renewable Energy, and Manufacturing Industries 7-11 March 2016

UK Trade & Investment Havana would like to alert you to an upcoming opportunity to meet a senior delegation of Cuban decision-makers that will be visiting London in March.

The Trade Mission will be led by Cuban Viceminister of Industry Jose Gaspar Alvarez, and formed by Business Directors and buyers from the Ministries of Construction, Tourism, and Power Supplier Union Electrica.

Don't miss this unique possibility to learn about the opportunities in the Cuban market directly from decision-makers:

- Discover the latest opportunities in the market
- Identify export/investment potential
- Build business relationships and increase your visibility in the Cuban market
- Receive expert support and advice from UKTI market-based staff

Interested parties are invited to participate in the following events:

Cuba: Business Opportunities Conference

07 March 0900-1200
Canning House (14-15 Belgrave Square,
SW1X 8PS, London

1-2-1 Meetings:

07 March 1400-1600
Canning House

ECOBUILD: 8-10 March
EXCEL - London

To register for the Seminar or book meetings, please contact:

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UK Trade
& Investment

 Canning House

Meet the Visitors

1. Jose Gaspar Alvarez, Viceminister, Cuban Ministry of Industry

This Ministry was created in 2012 to direct and control industrial development in Cuba. It covers the mechanic, metal, electronics, textile, paper, chemicals, toiletries, plastic, packaging, furniture and recycling industries amongst other.

Priorities for the sector lie in the modernisation of the metal industry, the production of steel byproducts, electrical appliances, the manufacturing of aluminium and glass containers for beverages and medicines, and the comprehensive handling of solid waste and other recyclable materials.

2. Amaury Medina, Business Director and Alberto Rivero, Head of Purchases, Cuban Ministry of Construction

The Ministry of Construction's core business are focused on regulating and overseeing the application of the government's policy in the construction sector. It controls the operations of the three new Business Groups that lead construction activities in the island: Grupo Empresarial de Construcción y Montaje Industrial (Industrial Assembling and Construction Holding Organization), Grupo Empresarial de Diseño e Ingeniería de la Construcción (Construction Design and Engineering Holding Organization) and Grupo Empresarial de Materiales de Construcción (Building Products Holding Organization).

Most actors in the construction sector in Cuba operate under the umbrella of these organisations.

3. Jose Reynaldo Daniel, Business Director, Cuban Ministry of Tourism

MINTUR is the state body ruling the tourism system in Cuba. It elaborates the policy and checks its implementation in the entities which directly manage the properties of the sector.

It is responsible for the increase and diversification of tourism options, remodelling and increasing room capacity, bringing computer and communications systems to the most advanced levels, incorporating foreign capital into the sector, and broadening the perspectives of tourism development in the country.



4. Amaury Mena, Director for Strategic Development, Union Eléctrica

Union Electrica is the Cuban government company in charge of the generation, transmission, distribution, and marketing of electric power to all residential and state-owned customers. It is the main partner appointed for projects involving the generation of electricity from renewable energy sources.

5. Lourdes Morell, EU Desk Officer, Cuban Chamber of Commerce

The Cuban Chamber of Commerce Since was created in 1963 as an autonomous agency. Its prime function is to support the process of internationalisation of Cuban companies. Amongst its core functions are the registration of foreign companies in Cuba, the organisation of international trade fairs and congresses, the analysis of international legislation, and the organisation of international trade missions.

