



Exh.ITPO/FS/FIHAV-HIC/CUBA/2017  
INDIA TRADE PROMOTION ORGANISATION  
(Pragati Maidan: New Delhi)

**Sub: FIHAV-35<sup>th</sup> Havana International Fair, Cuba -30<sup>th</sup> Oct to 3<sup>rd</sup> Nov , 2017**

**Dear Sir / Madam,**

We are pleased to inform you that India Trade Promotion Organisation, a Govt of India's premier trade promotion organization (ITPO) in association with Indian Embassy, Cuba and Federation of Indian Exporters Organisation (FIEO) jointly organizing national level participation in FIHAV-35<sup>th</sup> Havana International Fair, Cuba from 30<sup>th</sup> to October to 3<sup>rd</sup> November, 2017.

FIHAV is prestigious multi sectorial commercial trade fair that has been held annually since 1983. This is well-established and most prestigious general trade fair for which main themes are raw material, food and beverages, textiles, consumer goods, equipment and machinery, technology and services.

This includes Consumer goods, capital goods, raw materials, energy supply, environmental technology, petrochemical industry, building materials and machinery, agricultural machinery, medical equipment, pharmaceuticals, hardware, software, telecommunications, food machinery, fishery, transportation, printing equipment, consumer goods, furniture, electrical household appliances, tourism, cosmetics, food, textiles, shoes, leather goods, toys

Last year, FIHAV with more than 27000 Sqmt net exhibition area, received 3800 foreign exhibitors from 73 countries, 25 official delegations of various countries and 85 Chambers of Commerce and Trade and Investment Promotion Organisations. Most important is the event received about 1,50,000 trade visitors and general public.

This event brings together all sectors of the Cuban economy by providing ideal space for National and International Exhibitors to

- establish Commercial contacts, explore business deals, exchange experiences, and learn about new technological developments
- promote their products through personal contacts with over 1,50,000 visitors
- interact with important foreign official and business delegations
- network with trade buyers, conduct business, learn new approaches and find new tools to expand business
- showcase their product and evaluate consumer interest.

In order to introduce Indian Trade and Industry to hitherto untapped Cuban market Ministry of Commerce has approved this event under MAI scheme.

Booths are available in module of 9 Sqmt and 6 Sqmt. The Built-up booth includes standard furniture. The proposed tentative rentals (without shipment facility) after subsidy are Rs.7000/-P/Sqmt for those eligible under MAI scheme and Rs.16,000/- P/Sqmt for Government Departments. The allotment will be made on first come first serve.

Those who don't have IEC Code, TAN,PAN,CIN,DIN will not be given subsidy hence they will be charged full rentals. Space can be booked with an advance payment of Rs.50,000/- by Demand Draft favoring " India Trade Promotion Organisation" payable at New Delhi or through RTGS. The details of RTGS are as under:

1	Name of the Beneficiary	India Trade Promotion Organisation
2	Bank Name	Central Bank of India
3	Branch Name and Address	PragatiMaidan, New Delhi
4	Saving Bank Account No.	1167404133
5	MICR Code	110016150
6	RTGS / IFSC Code	CBIN 0284078

**Reimbursement of Cost of Air Ticket is also admissible for one exhibitor per booth of 9 Sqmt in this fair. However, this reimbursement is admissible on first cum first serve basis for the 25 exhibitors and subject to guidelines of MDA norms.**

**For further information feel free contact undersigned on Tel No. 23371540 Ext.342, Mobile: +91-9716352201 Email: sadsrinivasu@itpo.gov.in, Your prompt action help ITPO in planning India Pavilion in a more efficient and effective manner to make your participation fruitful and memorable.**

**Thanking you,**

**Yours Sincerely,**

**(S.A.D.Srinivasu)  
Deputy Manageer (Fin)**



INDIA TRADE PROMOTION ORGANISATION

**APPLICATION FOR PARTICIPATION IN FAIRS AND**  
**EXHIBITIONS ABROAD**

1. Name of the Exhibition & Dates: FIHAV- 35<sup>TH</sup> Havana International Fair - Oct 30 - Nov 03, 2017
2. Name of the Company:\_\_\_\_\_
3. Type of Company:        Whether Private/Proprietorship Company
4. Address of the Company:\_\_\_\_\_
- \_\_\_\_\_
5. Tel:\_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_
6. Name & Designation of key Executive of the Company:\_\_\_\_\_
7. PAN No. \_\_\_\_\_ IEC Code \_\_\_\_\_
- CIN No. \_\_\_\_\_ DIN No \_\_\_\_\_
- HS Code. \_\_\_\_\_
8. Are you a registered Exporter (Yes/No) \_\_\_\_\_ Year of Registration
9. Are you registered as Small Scale Industry
- \_\_\_\_\_
- ( if yes please attach a photocopy of Registration Certificate)
10. Are you a member of an EPC/Commodity Board? If so please specify
- \_\_\_\_\_
11. Space requirement \_\_\_\_\_ ( in Sqmt). Shipment to be undertaken by the exhibitor.

12. (i) Turnover of the Company\_\_\_\_\_ (USD million)  
(ii) Export turnover\_\_\_\_\_ (USD million)
13. Import Export Code\_\_\_\_\_ (Mandatory)
14. ProductsforDisplayDisplay\_\_\_\_\_
- 15 (i) Export performance proceeding three years\_\_\_\_\_
- (II) Countries of Export\_\_\_\_\_
- (iii) Commodities Exported\_\_\_\_\_
- (please attach a Chartered Accountants Certificate of Export performance)
16. Display requirements:

**(i) Display plan**\_\_\_\_\_

(ii) Additional requirements (on payment basis):\_\_\_\_\_

(III) Other facilities including display aids over and above  
ITPO's Shell Scheme package

We hereby accept the Rules and Regulations of participation as per copy enclosed. A crossed Demand Draft favouring "India Trade Promotion Organisation" payable at New Dehli for Rs.\_\_\_\_\_being the booking amount of participation is submitted herewith.

We undertake to remit the dues and any difference in foreign exchange payment on demand before allotment of space or at the time of settlement of dues.

(Signature of Authorised signatory of the Company)

Name\_\_\_\_\_

Designation\_\_\_\_\_

Date:\_\_\_\_\_

## **FACT SHEET**

<b>Sl No</b>	<b>Question</b>	<b>Answer</b>
1	Name of the Fair	FIHAV-35 <sup>th</sup> Havana International Fair, Havana (Cuba).
2	Date	Oct 30to Nov 03, 2017
3	Venue	Expocuba Fairground Carretera del Rocio, Arroyo Naranjo Municipality Havana Cuba
4	Halls	Hall No.25 (Mezzanine)
5	Fair Timings	10.00 am - 5.00 pm
6	Name of the Organiser	Agencia Transitaria PALCO Apartado Postal 16046 La Habana, Cuba Tel: (53)-7271 3669 lianetfernandez@palco.cu
7	Organising Committee	1.Ministry of Foreign Trade and Investment 2.Chamber of Commerce of Republic of Cuba 3.Palco Business Group
8	Nature of the Show	<ul style="list-style-type: none"> <li>• B2B –General &amp; Multi Sector Trade Fair –</li> <li>• (Sale is strictly not allowed). General public is allowed only on last day.</li> </ul>
9	Product Profile	<p><b>Main Themes: Raw material, Food, Textiles, Consumer Goods, Equipment and Machinery, Technology and Service</b></p> <p>This includes Consumer goods, capital goods, raw materials, energy supply, environmental technology, petrochemical industry, building materials and machinery, agricultural machinery, medical equipment, pharmaceuticals, hardware, software, telecommunications, food</p>

		<p>machinery, fishery, transportation, printing equipment, consumer goods, furniture, electrical household appliances, tourism, cosmetics, food, textiles, shoes, leather goods, toys</p>
10	Size of the Indian Pavilion	393 Sqmt ( 50 booths)
11	Rentals (Charged by ITPO)	<p>1)Rs.7,000/- Per Sqmt ( For those eligible under MAI Scheme)</p> <p>2)Rs.16,000/- Per Sqmt ( For Govt Departments.) ( Without Shipment Facility)</p> <p><b>(Reimbursement of Air Ticket Cost admissible for 25 exhibitors on first cum first serve basis subject to MAI guidelines admissible for one person per booth of 9 Sqmt)</b></p>
12	Facilities under Shell Scheme	<p>Space, structure with panels, Carpet, fascia ,3 Chairs, 1 table, 3 spot lights, 1 socket, 1 waste paper basket, General Security, Catalogue Entry</p> <p>Note: (1)Extra power load will be charged separately. (2) 20% surcharge in case requirement of service is not informed well in advance.</p>
13	Official Construction Agency	<p>PAB EXPO, Ferias y Exposiciones Ave. 17e/180 y 182, Siboney La Habana Cuba Tel: (53) 7271-6614/72715513/7273670 <a href="mailto:Pabexpo1@palco.cu">Pabexpo1@palco.cu</a>, <a href="mailto:luisgutierrez@palco.cu">luisgutierrez@palco.cu</a></p>
14	Official Transport & Forwarding & On site Handling Services	<p>PALCO Agency Apartado Postal 16046</p>

		Havana , Cuba Telephone: (53) 7271 3669 Email: <a href="mailto:lianetfernandez@palco.cu">lianetfernandez@palco.cu</a>
15	VISA Procedure	<p>Exhibitors and participants can travel to Cuba with Tourist VISA which can be purchased at Cuban Consulates in their respective countries.</p> <p>ITPO will issue VISA recommendation letter for the Exhibitors who remit full participation fee.</p>
16	Services offered by EXPOCUBA	<ol style="list-style-type: none"> <li>1) Organisation of business</li> <li>2) Bureau of Business Information</li> <li>3) Conferences and Seminar Programme</li> <li>4) Design, decoration and setting up stands</li> <li>5) Graphic Design and signage's</li> <li>6) Customs Clearance, Local Transport and handling of samples</li> <li>7) Security &amp; surveillance</li> <li>8) Mode</li> <li>9) Currency (Bank Branch)</li> <li>10) Medical Care</li> <li>11) Cleaning of Stands</li> <li>12) Parking</li> <li>13) Taxi</li> </ol>
17	Banking Procedures between	<ol style="list-style-type: none"> <li>1) Payments by Bank Transfer and cheque.</li> <li>2) Payment in cash or travelers cheques with <u>Cuban Convertible Pesos (CUC)</u> or Credit Card (VISA International, MASTERCARD, CABAL, OR BFI)</li> <li>3) Payments in US dollars not acceptable in Cuba.</li> </ol>
18	Currency	<u>For Outsiders</u> Cuban Convertible Pesos (CUC) – 1 CUC = 1 USD <u>For Locals</u> Cuban Peso (CUP) 1 CUP = USD 0.0377



		1 CUC = Rs. 64.3657 1CUP = Rs. 2.4292  Note : Rates as on 13.04.2017
19	Hotel booking	<u>As per our information Hotel booking for the stay of participants must be taken up well in advance as hotels will be over booked during the period of this event.</u>