

Foreign Investment proposals in Cuba

2023 - 2024



BIOCUBAFARMA'S FOREIGN INVESTMENT PROPOSALS IN CUBA

INSIDE MARIEL SPECIAL DEVELOPMENT ZONE (ZEDM):

No.	PROJECT	CUBAN COMPANY
<u>1</u>	Joint Venture Company for the manufacture of therapeutic recombinant proteins obtained by culturing mammalian cells on an industrial scale.	CIMAB S.A
2	Creation of a high-tech company for the production and commercialization of corn and soybean seeds and grains.	Center for Genetic Engineering and Biotechnology (CIGB)
3	Facility to manufacture solid oral medicines (tablets, capsules and antiretroviral drugs)	MedSol Pharmaceutical Laboratories
4	Facility to manufacture Metered Dose Inhalers and Dry Powder Inhalers	MedSol Pharmaceutical Laboratories
5	Facility to manufacture contraceptives and hormones	MedSol Pharmaceutical Laboratories

OUTSIDE ZEDM

No.	PROJECT	CUBAN COMPANY
6	Joint Venture company for manufacturing & commercialization of semi-solid medicines.	"Roberto Escudero" Pharmaceutical Laboratory
7	Manufacturing and commercialization facility of products derived from the Human Placenta.	Placental Histotherapy Center, HISPLACEN
8	Creation of a facility to manufacture cytostatic products.	AICA Laboratories
9	Creation of a facility for the fractionation and purification of human plasma.	AICA Laboratories
10	Creation of a facility to manufacture products of natural origin (tablets, powders and granules)	Oriente Pharmaceutical Laboratory



1. JOINT VENTURE COMPANY FOR THE MANUFACTURE OF THERAPEUTIC RECOMBINANT PROTEINS, OBTAINED BY CULTURING MAMMALIAN CELLS ON AN INDUSTRIAL SCALE.

CUBAN COMPANY CIMAB, S.A.

AIMS AND SCOPE Construction of a new Industrial biotechnological facility for the production of recombinant proteins obtained by mammalian cells culture (including Monoclonal Antibodies) for therapeutic use in cancer and neurodegenerative diseases. The manufacturing processing will include the production of the Active Pharmaceutical Ingredient all the way up to the final pharmaceutical form. The premise includes cleanrooms, warehouses, offices and technological services.

MODALITY Joint Venture Company

LOCATION Sector A. Zone A3. ZED Mariel, Artemisa

ESTIMATED INVESTMENT AMOUNT 71 million USD

PROFITABILITY INDICATORS

- Net Present Value (NPV): 393 million USD (at 12% discount rate)
- Internal Return Rate (IRR): 26%.
- Period of Payback (PP): 4 years

MARKET Domestic market and exports

CONTACTS

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2. CREATION OF A HIGH-TECH COMPANY FOR THE PRODUCTION AND COMMERCIALIZATION OF CORN AND SOYBEAN SEEDS AND GRAINS.

CUBAN COMPANY Center for Genetic Engineering and Biotechnology (CIGB)

AIMS AND SCOPE

Construction and operation of a high-tech facility for the production of corn and soybean seeds, as well as for the production of grains derived from these seeds, both with high quality and value. The company will supply to national and foreign clients the seeds together with the technological package and the necessary machinery that guarantee the productive yield in grains.

MODALITY Joint Venture Company

LOCATION Sector G. ZED Mariel. Artemisa.

ESTIMATED INVESTMENT AMOUNT 15 million USD

MARKET Domestic market and exports

CONTACTS

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3. FACILITY TO MANUFACTURE SOLID ORAL MEDICINES (TABLETS, CAPSULES AND ANTIRETROVIRAL DRUGS)

CUBAN COMPANY MedSol Pharmaceutical Laboratories

AIMS AND SCOPE Construction of a facility for the production of solid oral medicines (tablets, capsules and antiretroviral drugs) with capacity to manufacture 5,000 million units per year, complying with Good Manufacturing Practices.

MODALITY Joint Venture Company

LOCATION Sector A. Zone A3. ZED Mariel, Artemisa

ESTIMATED INVESTMENT AMOUNT 150 millions USD

MARKET Domestic market and exports

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4. FACILITY TO MANUFACTURE METERED DOSE INHALERS AND DRY POWDER INHALERS

CUBAN COMPANY	MedSol Pharmaceutical Laboratories
AIMS AND SCOPE	Construction of a facility for the production of metered dose inhalers (12 million units per year) and dry powder inhalers (90 million capsules per year), for the treatment of asthma, allergic respiratory diseases and chronic obstructive pulmonary diseases (COPD).
MODALITY	Joint Venture Company
LOCATION	Sector A. Zone A3. ZED Mariel, Artemisa
ESTIMATED INVESTMENT AMOUNT	68 million USD
PROFITABILITY INDICATORS	<ul style="list-style-type: none"> • NPV: 380,2 million USD (at 15% discount rate) • IRR: 77.5% • PP: 3.8 years
MARKET	Domestic market and exports
CONTACTS	<p>Name: Mr. Luis Armando Alarcón Camejo Position: General Director Email: alarcon@oc.medsol.cu</p> <p>Name: Ms. Maite Diéguez Marín Position: Deputy Director Email: marin@oc.medsol.cu</p>



5. FACILITY TO MANUFACTURE CONTRACEPTIVES AND HORMONES.

CUBAN COMPANY	MedSol Pharmaceutical Laboratories
AIMS AND SCOPE	Construction of a facility with capacity to produce 500 million oral contraceptive tablets and hormones per year, complying with Good Manufacturing Practices.
MODALITY	Joint Venture Company
LOCATION	Sector A. Zone A3. ZED Mariel, Artemisa
ESTIMATED INVESTMENT AMOUNT	50,5 million USD
PROFITABILITY INDICATORS	<ul style="list-style-type: none"> • NPV: 148,5 million USD (at 15% discount rate) • IRR: 50.5% • PP: 4.6 years
MARKET	Domestic market and exports
CONTACTS	<p>Name: Mr. Luis Armando Alarcón Camejo Position: General Director Email: alarcon@oc.medsol.cu</p> <p>Name: Ms. Maite Diéguez Marín Position: Deputy Director Email: marin@oc.medsol.cu</p>



6. JOINT VENTURE COMPANY FOR MANUFACTURING & COMMERCIALIZATION OF SEMI-SOLID MEDICINES.

CUBAN COMPANY	"Roberto Escudero" Pharmaceutical Laboratory
AIMS AND SCOPE	Creation of a JVC for the manufacture and commercialization of pharmaceutical products, cosmeceuticals and cosmetics in semisolid form, as well as providing CMO services for the production of similar products to other entities. The building already exists (90% civil execution and 70% auxiliary services). The investment look for achieving a continuous production flow and complying with Good Manufacturing Practices.
MODALITY	Joint Venture Company
LOCATION	El Cano, La Lisa. Havana
ESTIMATED INVESTMENT AMOUNT	15 millions USD
PROFITABILITY INDICATORS	<ul style="list-style-type: none"> • NPV: 1.797.171,02 USD (at 12% discount rate) • IRR: 55% • PP: 4,73 years
MARKET	Domestic market and exports
CONTACTS	Name: Mr. Miguel García Armas Position: General Director Email: miguel@re.biocubafarma.cu Phone: (+53) 52146027 / (+53) 72715057



7. MANUFACTURING AND COMMERCIALIZATION FACILITY OF PRODUCTS DERIVED FROM THE HUMAN PLACENTA.

CUBAN COMPANY Placental Histotherapy Center, HISPLACEN

AIMS AND SCOPE

Creation of a JVC to produce medicines, dermocosmetics and nutrients derived from the human placenta for the treatment of diseases such as Vitiligo, Psoriasis and Alopecia areata, fulfilling the Good Manufacturing Practices. From the upgrade of the current production facility, this proposal is aimed to the satisfaction of the national demand and export to other markets.

MODALITY Joint Venture Company

LOCATION Valle Grande, La Lisa, Havana

ESTIMATED INVESTMENT AMOUNT 14.8 millions USD

MARKET Domestic market and exports

CONTACTS

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8. CREATION OF A FACILITY TO MANUFACTURE CYTOSTATIC PRODUCTS.

CUBAN COMPANY AICA Laboratories

AIMS AND SCOPE To create a manufacturing facility with the international regulations required by agencies such as the Food and Drugs Administration (FDA) and the European Medicines Agency (EMA) to produce cytostatic products under Manufacturing Contracts (including final filling and packaging services) for domestic and foreign companies. The proposal includes two production lines for cytostatic products: 10 million in liquid and lyophilized vials and 70 million in oral doses per year.

MODALITY Joint Venture Company

LOCATION La Lisa, Havana

ESTIMATED INVESTMENT AMOUNT 30 million USD

PROFITABILITY INDICATORS

- NPV: 220.196.700 USD (at 12% discount rate)
- IRR: 82 %
- PP: 3,6 years

MARKET Domestic market and exports

CONTACTS

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9. CREATION OF A FACILITY FOR THE FRACTIONATION AND PURIFICATION OF HUMAN PLASMA.

CUBAN COMPANY	AICA Laboratories
AIMS AND SCOPE	Expanding the capacity of fractionation and purification of human plasma according to the state of the art and obtaining other products such as specific immunoglobulins and factors VIII and IX of blood coagulation. Increase standards and replace critical equipment and systems, in order that the current facility complies with the international regulations of agencies such as the Food and Drugs Administration (FDA) and the European Medicines Agency (EMA) to supply products to domestic and foreign customers. This Facility will have a human plasma fractionation and purification capacity of 150 tons per year.
MODALITY	Joint Venture Company
LOCATION	San Agustín, La Lisa. Havana
ESTIMATED INVESTMENT AMOUNT	12 million USD
PROFITABILITY INDICATORS	<ul style="list-style-type: none"> • NPV: 98.3 million USD (at 18% discount rate) • IRR: 72 % • PP: 2,6 years
MARKET	Domestic market and exports
CONTACTS	Name: Mr. Antonio Emilio Vallín García Position: General Director. AICA Email: vallin@aica.cu Phone: (+53)72712576 / (+53)5280-8532 Web site: www.aica.cu



10. CREATION OF A FACILITY TO MANUFACTURE PRODUCTS OF NATURAL ORIGIN (TABLETS, POWDERS AND GRANULES)

CUBAN COMPANY Oriente Pharmaceutical Laboratory (LFB)

AIMS AND SCOPE

To create productive capacities in a pharmaceutical industrial facility for the manufacture of nutritional supplements of natural origin (from medicinal plants, bee derivatives and others) in tablets, powders and granules forms, taking advantage of their antioxidant and nutritional properties to improve the quality of life and population health. The plant includes production areas, warehouses, offices and technological services.

MODALITY Joint Venture Company

LOCATION Santiago de Cuba

ESTIMATED INVESTMENT AMOUNT 1.4 million USD

PROFITABILITY INDICATORS

- NPV: 1.6 million USD (at 12% discount rate)
- IRR: 40%
- PP: 1.4 years (since the start-up of the facility).

MARKET Domestic market and exports

CONTACTS

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