



Dear business persons:

On behalf of the Organizing Committee of the Havana International Fair (FIHAV), I take pleasure in inviting you to participate in its 31st edition, to be held on November 3-9 at the Expocuba fairground.

Fihav is a well-established fair that takes place annually since 1983. It is the most important general trade fair in Cuba and the Caribbean as well as one of the most representative from Latin America. This year it will have a special meaning since it will be taking place during the period in which the Republic of Cuba holds the pro tempore presidency of the Community of States of Latin America and the Caribbean, a fact that will be recalled in several ways in its schedule of activities, conferences and seminars.

All sectors of the Cuban economy will take part in this event, which succeeds in putting together the most complete national and international trade exhibition in a space that enables exhibitors and visitors to establish commercial contacts, close business operations, exchange experiences and update in new technological developments.

In its 31st issue FIHAV will have more than 20,000 m² of net exhibition area, around 4,500 national and foreign exhibitors from over 60 countries, and expects to receive 150,000 visitors and the participation of important foreign official and business delegations, thus consolidating as a way of promoting our country's international links and relations with the entire world.

You may rely on us for interesting work sessions and unforgettable moments during your stay in Cuba.

We look forward to meeting you at the Fair.

RODRIGO MALMIERCA DIAZ
Minister of Foreign Trade and Investment
President of the Organizing Committee

Date: **November 3-9, 2013**
Opening hours: **10:00 – 18:00 hrs.**
Venue: **Expocuba fairground**

Organizing Committee

- Ministry of Foreign Trade and Investment
- Chamber of Commerce of the Republic of Cuba
- Havana International Conference Center (Palacio de Convenciones de La Habana)
- Expocuba

Categories

FIHAV is a multi-sector trade fair with raw materials, foodstuffs, textiles, consumer goods, machinery and equipment, technology and services as its main areas.

General Program

October 22 - November 2 9 a.m. - 5 p.m.	Mounting of free design stands (accredited personnel with previous coordination with the Organizing Committee)
October 29 November 2 9 a.m. - 5 p.m.	Accreditation of exhibitors Mounting of modular stands
November 3	Opening ceremony Plaza de las Banderas, Expocuba
November 3 - 9 10 a.m. - 6 p.m.	Professional visits
November 8 7:30 p.m.	Awarding ceremony Palacio de Convenciones
November 9 10 a.m. - 6 p.m.	Admission of general public
November 11 - 15 9 a.m. - 5 p.m.	Withdrawal of samples and dismantling of stands

The Expocuba fairground is Cuba's largest exhibition center. It is located on the highway Carretera del Rocío, Km 3.5, in the municipality of Arroyo Naranjo. It lies some 25 Km southeast of downtown Havana. It has an area of 600,000 m², 25,000 m² of net exhibition area and 25 pavilions for exhibitions.

The participating enterprises are grouped by countries. Depending on the area required, they may have part of a pavilion, an entire pavilion or several pavilions.

Engagement of Exhibition Area

The participation will be made official using the form "Application for Participation" form, to be requested by addressing pabexpo1@palco.cu or directly at Pabexpo with deadline October 3.

The "Application for Participation" form will be handed in with the complete information, including stand design. In order to confirm the space reservation and receive his location, the exhibitor will pay 50% of the cost of the hired area at the moment of formalizing his

request. The deadline for payment of the remaining 50% of space and engaged services will be 20 days before the opening of the Fair.

Services to Exhibitors at Expocuba

The Organizing Committee offers the following services to the exhibitors:

- Organization of a business round
- Trade information bureau
- Programs of conferences, seminars
- Design, decoration and mounting of stands
- Graphic design
- Power supply
- Customs dispatch, local transport and handling of samples
- Surveillance and security
- Meeting rooms
- Accommodation reservations
- Currency exchange (bank branch)
- Catering
- Medical care
- Stand cleaning
- Parking
- Organization of social activities
- Taxis

Tariffs

- **Complete stand (only for 9m² stands)**
Tariff: CUC 1,100.00
Includes: space, aluminum structure, white modular panels (2.50 x 0.90m), carpet, sign with exhibitor's name, power consumption up to 500W, cleaning, protection of samples, three credentials, entry in the official catalogue (up to 10 lines), one table, two chairs, one intake, two spotlights and one paper basket
- **Indoor stand, mounted**
Tariff: CUC 110.00/m² (12 m² and more)
Includes: space, aluminum structure, white modular panels (2.50 x 0.90m), carpet, sign with exhibitor's name, power consumption up to 500W, cleaning, protection of samples, credentials (according to the rented area) and entry in the official catalogue (up to 10 lines). It does not include any furniture.
- **Indoor stand, not mounted**
Tariff: CUC 100.00/m² (20 m² and more)
Includes: space, carpet, power consumption up to 500W, cleaning, protection of samples, credentials (according to the rented area) and entry in the official catalogue (up to 10 lines)
- **Outdoor space**
Tariff: CUC 60.00/m² (12 m² and more)
Includes: space, power consumption up to 500W, cleaning, protection of samples, credentials (according to the rented area) and entry in the official catalogue (up to 10 lines).

How to Pay

All tariffs are expressed in Cuban convertible pesos (CUC); therefore, the exhibitor must obtain information about the rate exchanges in force in Cuba. Payments in U.S. dollars will not be accepted.

Address your bank transfers to:

Holder: División de Congresos Ferias y Exposiciones Palco-Ingresos

Account number: 0300000004325826

Name of bank: Banco Financiero Internacional BFI

Bank address: Ave. 5ta. esq. a 92, Playa

Code: SWIFT: BFICCUHH

Make out your check payments to:

Holder: Grupo Palco

Payments in cash or with travel checks, in Cuban convertible pesos (CUC) or with credit cards (Visa International, Mastercard, Cabal or BFI) will be made directly at Pabexpo's Department of Finances. Once the mounting stage has begun you may address Pavilion 8-A in Expocuba.

Samples for Exhibition at FIHAV

Agencia Transitaria Palco is the official FIHAV forwarding and customs dispatch agency.

All information concerning arrival terms of goods, and documents required for customs dispatch may be obtained from:

Agencia Transitaria Palco

Apartado Postal 16046, La Habana, Cuba

Telephones: (537) 208 3274 and 208 5312

Fax: (537) 208 7578 E-mail: lianet@palco.cu

Most Important Dates for the Exhibitor

Deadline: October 3

- Presentation of the "Application for Participation" form
- Payment of 50 percent of the engaged space
- Presentation of the free design stand project
- Reception of the artwork for advertising (jpg format, 16 x 22 cm)

Deadline October 15

- Payment of the remaining 50 per cent of space and engaged services
- Arrival of goods by sea

Deadline October 26

- Arrival of goods by air

Deadline November 3

- Application for participation in the prizes to the quality of products, design and advertising

For more information on participation conditions, please consult the Exhibitors' Manual at <http://www.feriahavana.com> or request it at pabexpo1@palco.cu or by phone (537) 2716614.