

Webinar: Doing business in Cuba

Is there any opportunity for the private sector in Cuba?

In collaboration with its permanent representative in Havana, Mr. Benoit Croonenberghs, the CBL ACP organized this Thursday 8 October 2020, a webinar dedicated to the Cuban market. As a private operator active in this part of the world, he testified about his field experience.

After having presented its two Belgian companies established in Cuba (BDC international and BDC tec), he began by presenting the economic and socio-political situation in Cuba. Several positive points describing Cuba as a positive land were highlighted:

- Very good commercial relationship with Europe (especially Belgium)
- Tax benefits
- propose a project that is an added value for the State.

Examples of interesting areas of business:

- Tourism (agreement with the government, ministry of tourism)
- Mines sector (Zinc, lead, gold...)
- Dredging and beach maintenance
- Biotech/ Health
- Pharmaceutical industry and agro pharma

BDC is a very good example of the success of a European company established in Cuba. This family business has been able to find its place, create its network and prosper for several years now. This example could help some entrepreneurs start up in Cuba.