



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

Sub: FIHAV-35th Havana International Fair, Cuba -30th Oct to 3rd 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-35th Havana International Fair, Cuba from 30th to October to 3rd 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

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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 Manager (Fin)**

