

CUBA

Transnational Business Consulting

Group Monarch International

**INVESTMENT
LEGAL ADVICE
IMPORT / EXPORT
LOCAL SUPPORT**

TBC-Monarch International: we are specialized in Cuba

TBC-Monarch serves the cross-border needs of corporate clients (private and public entities) and has outstanding knowledge of Cuban laws and administrative practices as well as a good relation with Cuban public authorities, and excellent knowledge of local market.

Both, Manuel and Francisco VICTORIA-ANDREU have been developing experiences working with Cuba for several years, strengthen the team with Narciso COBO ROURA a former Judge of the Cuban Supreme Court (based in Cuba).

We are a French/Canadian/Mexican firm with an international outlook. Our offices are based in Paris, Montreal and Mexico. We are specialized in all aspects of business consulting, with an exclusive goal: providing personalized and high standard services that meets the needs of its clients.

For Cuba: We can provide our clients with options for future local support on legal, economic and commercial matters, drawing on with our local team and/or with our network of Cuban correspondents.

WHAT WE DO

Investment: Do you want to invest in Cuba? We provide complete solutions for foreign investors aiming to do business in Cuba.

Legal advice: We are able to provide advice to our clients in Cuban and of course, in international business and investment law.

Import/Export: Our numerous years of international experience have allowed us to reach a high level of expertise and developed global network of contacts and suppliers to ensure that our customers receive the best possible product at the best possible price with a high level of service.

A local support: A local team means a local full service support, including contacts who speak the local language, quicker response times and quicker solutions when issues or concerns arise.

TBC-Monarch has a particular track record in the following field of activities:

- Energy (oil, gas and electricity)
- Renewable energy
- Mining industry
- Construction
- Agriculture
- Plastic
- Consumer goods
- Textile industry
- Telecommunications
- Tourism
- Services
- Intercultural Management

FRANCISCO VICTORIA ANDREU



Francisco Victoria-Andreu is a founding partner of Paris based firm Transnational Business Consulting (TBC). His main areas of practice are international business law, investment law, negotiation and international arbitration in different sectors: oil & gas, renewable energy, construction, tourism and telecommunications.

He has specific expertise in ALBA countries (Cuba, Bolivia, Ecuador and Venezuela) and more than 13 years' experience working with Cuba, that provided him with an outstanding knowledge of Cuban laws and administrative practices. He advises international corporations on issues arising from doing business in Cuba and regularly collaborates with first-rate Cuban law firms.

He is lecturer in different Latin American Universities as a visiting professor. In Cuba he is the coordinator of the Cuban Moot of International Arbitration since 2013.

Language: Spanish, French, English.

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MANUEL VICTORIA ANDREU



Manuel Victoria-Andreu is a founding partner of Montreal based firm Group Monarch International Inc. Senior International Development Professional and trusted business partner that has to its credential twenty-five (25) years of experience in different markets and industries. Specialized in Global Trading in different sectors of the industry in branded and/or in private label. Proven track records of extensive import and export with experience in Latin America, North America, Caribbean and Europe. Customer focused and result driven with strong business skills and extended global network of contact. He is dynamic, perseverant, attentive to details and creative and has managerial skills to work across cultures.

Language: Spanish, French, English

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NARCISO COBO ROURA



Narciso Cobo Roura is Special Counsel at Transnational Business Consulting (TBC). He is vice-president (since 2002) and arbitrator (since 1987) of the Cuban Court of International Commercial Arbitration and the representative of Cuba before the International Court of Arbitration (ICC) since 2007. He is a former Judge of the Cuban Supreme Court (1991-2013) and Professor of Law at the Universidad de La Habana since 1993.

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SEBASTIEN MANCIAUX



Sebastien Manciaux is Of Counsel at Transnational Business Consulting (TBC). He is specialized in Investment Law, international contracts and international arbitration. He also advises clients on international commercial contracts and investments. He holds a PhD and he is professor of the Université de Bourgogne and is member of the prestigious research institute (CREDIMI). He has contributed in several articles and papers to academic and professional journals

Language: French, English, Spanish.

ESTEBAN PERROTTI



Esteban Perrotti is the International Business Director of Transnational Business Consulting (TBC). He advises clients on general contract, international business law, investment law matters and arbitration. He assures the accompaniment of the clients in Latin American tender in projects as Oil & gas, renewable energy, construction and tourism.

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TALIA ILL POZO



Talia Ill Pozo is Project Manager at Transnational Business Consulting in Cuba. She holds a degree in Industrial Engineering of the Universidad de la Habana. She assures the accompaniment of the clients in projects of different Cuban industrial sectors. She has experience elaborating Feasibility studies, Cost analysis and market research.

Language: Spanish, French (basic), English (basic).

OSVALDO RAMOS SEGREDO



Osvaldo Ramos Segredo is Business Responsible at Transnational Business Consulting in Cuba. He assures the accompaniment of the clients and has experience elaborating market research.

Language: Spanish, French (basic), English (basic).

MARITZA HERNANDEZ HUET



Maritza Hernandez Huet is the official interpreter and translator of Transnational Business Consulting in Cuba. From 1975 to 2015, she was member of the Center for Translation and Interpretation (ESTI), Cuban leading translation and interpretation entity.

Language: Spanish, French, English.

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