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500
La Habana
1519 - 2019

Paraiso

LABIOFAM S.A.
Empresa Comercializadora

**POR LA HABANA,
LO MÁS GRANDE**



About US

LABIOFAM S.A. is the trading company of the Entrepreneurial Group LABIOFAM and is responsible for executing foreign trade operations related to the import and export of goods and services, and driving the process of foreign investment and the external sector.

Since 1993 LABIOFAM SA markets abroad through different routes productions and services of the Entrepreneurial Group LABIOFAM and has maintained business ties with more than 95 countries of the world.

Doing Business WITH LABIOFAM S.A.

Negotiate with LABIOFAM SA is very simple. You should only select the product or service in which you are interested and we will guide you in the process.

Harmonizing the provisions of Cuban legislation, our company has formed a road map to conduct business.

1. Request regulatory documents
 - Company incorporation documents
 - Bank guarantee
 - Commercial registry
 - Company logo and stamped paper with address and phone
2. Inclusion in the Portfolio of Customers and Suppliers
3. Negotiation of interests
4. Signing of contracts
 - Representation
 - Export of Goods and Services

Foreign INVESTMENT

The objective is to look for technological equipment or financing for its acquisition towards the remodeling of production plants that propitiate an increase of the productive capacities, with a view to the export of the final product and the national market.

Projects planned in the Portfolio of Opportunities, with a view to working with Foreign Investment, related to:

1. Plant upgrading and modernization for the production of probiotic yogurt in Matanzas.
2. Construction of a probiotic yogurt plant in Villa Clara.
3. The remodeling and expansion of productive capacities and quality of the two Spirulina production plants in the province Mayabeque.
4. The modernization of the Glucose plant in Cienfuegos.

Program for the recovery and development of biopesticides, biofertilizers and biostimulants to replace imports in agri-food production, with the ultimate goal of providing customers with a service to suggest / develop an integrated management strategy based on phytosanitary and physiological cultivation issues, in order to encourage reduced use of agrochemicals and promote sustainable and environmentally friendly agricultural production ways.

Markets WHERE WE ARE



Our products are registered and / or marketed in the following markets:

VIDATOX

Costa Rica, Salvador, Panama, Nicaragua, Guatemala, Mexico, Trinidad and Tobago, Santa Lucia, Belize, Dominican Republic, Barbados, Jamaica, Bolivia, Ecuador, Chile, Kazakhstan, Georgia, Moldova, Bulgaria, Vietnam, Cambodia, Kenya, Albania, Mongolia, Malta and Jordan.

GRISELESF

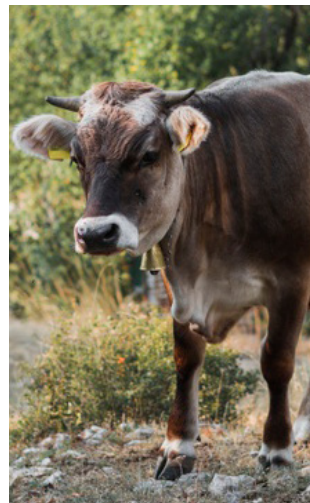
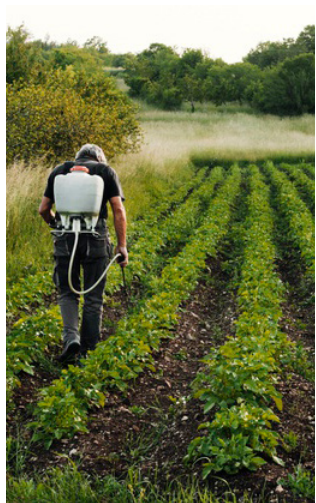
Dominican Republic, Haiti, St. Lucia, Trinidad and Tobago, Saba, Colombia, Argentina, Bolivia, Ecuador, Uruguay, Algeria, Angola, Uganda, Turkey, Simbabwe, Curacao, El Salvador, Nicaragua, Guatemala, Tanzania.

BIORAT

Haiti, Dominican Republic, Bolivia, Peru, Costa Rica, Guatemala, El Salvador, Nicaragua, Mexico, Vietnam, Angola.

BACTIVEC

Costa Rica, Colombia, Zambia, Mexico, Peru, Uruguay.



01

PRODUCTS

LABIOFAM has a wide range of products used for improving animal and human health as well as for the development of agriculture.

Developing joint projects with **CUBAN OR FOREIGN COMPANIES**

COMMERCIALIZATION OF PRODUCTS FROM OTHER COMPANIES THROUGH REPRESENTATION CONTRACTS

LABIOFAM S.A. offers the possibility of using its distribution channels in countries where it has business relationships or through their branches and companies abroad, to act as a representative of sale of goods produced by other entities.

JOINT RESEARCH PROJECTS

To introduce an improvement in the existing products, to continue or to finish the investigation, to develop new products by means of own technology or technology of other entities, as well as the financing and investigation of the natural products with positive influence on the human health.

PLANT MANAGEMENT

By sending a highly qualified team from LABIOFAM to manage the plants and to train local staff in the management of the factory.

The Integrated Vector Control programs are aimed at guaranteeing the correct application of biolarvicides and biological raticides, and the training of native personnel for the control of these vectors, as well as the diseases they transmit, including: Dengue, Zika, Chikungunya, Leptospirosis, etc. After-sales services are also performed with technical advice included. Both in its variants of biolarvicides and rodenticides go through three phases with a total duration of approximately 430 days.

Services of **TECHNICAL ADVISORY**

Associated with the construction, remodeling, rehabilitation of factories / plants

Includes the following phases:

1. Performing work diagnosis.
2. Conducting market research.
3. Conducting study of technical and economic feasibility.
4. Studying of conceptual, basic and detailed engineering.
5. Technological supervision works.
6. Training and training of staff.
7. Start up.
8. Service technology transfer and plant management.

Agreement to send specialists to the construction site to act as consultants in the period of construction and assembly of the technological equipment of the plant.

Types of plants which are offered technical advisory

1. Biolarvicides
2. Biofertilizers
3. Biorat
4. Veterinary medicines
5. Veterinary vaccines
6. Natural products
7. Probiotic yogurt



Biological **LARVICIDES**

LABIOFAM biolarvicides are focused to break the chain of disease transmission to eliminating larvae in all stages. They come in two variants: For use on large surfaces and intra-home use:

The marketing of these products associated with integrated vector control programs to ensure proper implementation and training is recommended.



Bactivec®

BACTIVEC® is a fast-acting biolarvicide whose active ingredient is *Thuringiensis israelensis* strain Ba Cillus 266/2. It is used to control mosquito larvae of the genera *Aedes*, *Culex*, *Psorophora*, *Anopheles*, *Mansonia*, among others, as well as Simuliidae or black flies. It applies in large mosquito breeding or household containers interrupting the life cycle of the vector, which contributes to the control of diseases.

Presentation: Tanks of 20 L and Bottles of 30 mL for community and intra-home use.

Its use is recommended for being an effective product, biodegradable, it does not affect humans or other species and does not generate physiological resistance.

Dose 2-5mL/m²
1mL/ 50L de agua

BACTIVEC® is registered in more than 30 countries.

Validated by

- Institute for Tropical Medicine “Pedro Kouri”
- Collaborating Center of UNESCO
- WHO Collaborating Center for Training and Development of Research in Medical Malacology and Biological Control of Vectors and Intermediate Hosts of Diseases Transmissible to man.
- WHO Collaborating Center for the study of viral diseases
- WHO Collaborating Center for the study of tuberculosis.

Associated services to PRODUCTIVE PROCESSES

The services related to production processes are designed to give a partner the ability to carry out the production of major products LABIOFAM through the participation of our best specialists.

These services can be

Transfer technology and licensed production biopesticides medical-veterinary interest, bioproducts for agriculture, natural products and veterinarians. The business model is based on paying royalties for units produced.

Technical assistance / Advice associated products for pest management affecting human health and agriculture with the use of agricultural bioproducts, Bactivec, Griselesf Biorat.

It includes 3 stages

1. Conception, Diagnosis and Planning (140d)

- Scope, definition, goals and objectives.
- Negotiation and signing of contract.
- Cuban Personal selection.
- Epidemiological survey.
- Staff training.
- Preparation of work program.

2. Execution (275D)

- Purchasing of products and resources.
- Zonal Planning Tasks and Health Education.
- Epidemiological surveys and pre-treatment Sampling.
- Biolarvicides application and post-treatment Sampling.
- Monitoring.

3. Evaluation (35d)

- Partial evaluation.
- To incorporate improvement and approval of report.



02

SERVICES

We offer a number of services associated with our leading products including highlights to technology transfer, licensed production, plant management and consultancy services associated with the investment process.

A brief description of these services is shown as follow.

Griselesf®



GRISELESF® is a biolarvicide with residual action having as active ingredient *Bacillus sphaericus* strain 2362. It is used to control mosquito larvae of the genera *Anopheles*, *Culex*, *Mansonia* and *Psorophom*. It is applied in mosquito breeding sites, both in clean and contaminated water, thus interrupting the life cycle of the vector, which contributes to disease control. It comes in 20L plastic tanks.

Its use is recommended as an effective, residual and biodegradable product, which does not affect man or other species and does not generate physiological resistance.

Dosage 5-10mL/m²

GRISELESF® is registered in more than 30 countries.

Validated by

- Institute for Tropical Medicine "Pedro Kouri"
- Collaborating Center of UNESCO
- WHO Collaborating Center for Training and Development of Research in Medical Malacology and Biological Control of Vectors and Intermediate Hosts of Diseases Transmissible to man.
- WHO Collaborating Center for the study of viral diseases
- WHO Collaborating Center for the study of tuberculosis.

Biological RODENTICIDE

Biorat®

El **BIORAT®** It is a biological rodenticide whose active ingredient is the bacteria *Salmonella enteritidis* var *Danhyz Lys (-)* jagotype 6a. Used to control synatropic rodents, including: *rattus rattus*, *rattus-norvegicus* and *Mus musculus*, for livestock, agricultural and urban environments. It comes in 4 kg polyethylene bags and 50g mini dose. It is recommended for its effectiveness, does not cause suspicion of the bait, does not affect man or domestic animals, is biodegradable and does not generate resistance or rejection.

Advantage Application of the BIORAT

- Just a single application and is very effective
- Does not cause suspicion of the bait
- It does not affect humans or domestic animals and is biodegradable.
- Does not create resistance or rejection
- Only two annual applications are required.
- It is recommended in cleaning and sanitation programs.

Dose: 300g / 3-4kg / ha

Validated by: UNDP; IDEASS; IPK.



Vimang cream

Tonic cream and antioxidant, made from the natural product VIMANG, which is extracted from the bark of the tree *Mangifera indica* L. It has anti-inflammatory and analgesic properties that allow its use in processes such as burns and traumatic injuries; it is also suitable for dry skin.

Composition:

Each 100g contains concentrate bark extract of *Mangifera indica* L at 1.44%; and hydrophilic excipient c.s.



Vimang Aloe Cream

Made from the natural product VIMANG combines ingredients like Aloe Vera, providing hydration, elasticity and softness to the skin. It has high antioxidant activity, thus regenerates skin tissue, counteracting the effects of aging process.

Composition:

Aqueous concentrate extract from *Mangifera indica* L, concentrated aqueous extract of Aloe Vera, Polawax, Propylene Glycol, liquid petrolatum, methyl and propylparaben, fragrance and water.



New Vimang Cream

The new presentation VIMANG cosmetic cream is ideal for the care of all skin types. Now with fragrance, the new formula delays skin aging, decreases the depth of wrinkles and so can be used in the complementary treatment of juvenile acne.

Composition:

Aqueous concentrate extract from *Mangifera indica* L, Polawax, Propylene Glycol, liquid petrolatum, methyl and propylparaben, fragrance and water.



Smoothing Cream for Hands and Feet

The smoothing and regenerating cream for hands and feet SHAMAN is a natural cosmetic product, tested in humans, which has the ability to moisturize and nourish the skin, given the regenerating and healing elements that has in its composition, thereby preventing the emergence of new cracks.

Composition:

Each 1g of cream contains extract of Spirulina 0.03g.

Presentation:

Collapsible tube. 156g capacity.
t contains 120g



Sunscreen

The proper application of sunscreen SHAMAN is recommended to achieve the desired hydration and nutrition of the skin condition. Its frequent use prevents the harmful effects of free radicals, as well as protects it from the fallout caused by exposure to UVA and UVB radiation.

Composition:

Each 1g cream contains extract of Spirulina 0.03g.

Presentation:

Collapsible tube. 156g capacity.
It contains 120g.



Homeopathic PRODUCTS

Vidatox 30CH®

VIDATOX 30CH® (Sublingual drops) is a homeopathic biotherapy product having as active ingredient the scorpion venom Rhopalurus junceus centesimal dilution 30.

It is a potentially non-toxic oral product. Its use does not exclude or limit conventional therapies of cancer treatment; on the contrary, its simultaneous use may have a synergistic or potentiating effect of antitumor activity in conventional cancer treatment. Droppers are presented in dropper bottles of 30 ml.



Aliviho Indigestion

Its use is recommended for discomfort, stomach pains, heartburn, belching, gastritis, flatulence, nausea, vomiting, and diarrhea.

Presentation:

Single case, amber glass flask (15 or 30 mL).

Composition:

Each mL (20 drops) contains: *Homeopathic Dinamodiluciones* of *Anacardium orientale*, *Atropa belladonna*, *Capsicum anuum*, *Ignatia amarah*, *Kali bichromicum*, *Lycopodium clavatum*, *Magnesia carbonicum* and *Podophyllum peltatum* in hydroalcoholic solution to 30%.



Aliviho Rheumatism

Recommended for joint, rheumatic pain, acute and chronic inflammation, rheumatoid arthritis, arthritis, rheumatism, osteoarthritis, and numbness.

Presentation:

Single case, amber glass flask (15 or 30 ml)

Composition:

Each ml (20 drops) contains: *Homeopathic Dinamodiluciones of Aconitum napellu, Asclepias tuberosa, autumnale colchicum, Ferrum phos, formica rufa, decandra Phytolacca, Rhus toxicodendron, Solanum dulcamara and pulmonary sticta in hydroalcoholic solution 30%.*



Aliviho Trauma

Auxiliary treatment, falls, bruises, fractures, contusions, surgeries, dislocations.

Presentation:

Single case, amber glass flask 15 or 30 ml

Composition:

Each mL (20 drops) contains: *Homeopathic dynamo-dilutions of Arnica montana, Bellis perennis, Bryon incarnata and Zincum alba, Calcarea Phosphorica, Conium maculatum, Natrium sulfuricum graveolens route Symphitum officinale and rescue remedy (complex of flower essences) in hydroalcoholic solution at 30%.*



Nourishing Dry Skin Cream

The Nourishing SHAMAN cream dry skin is a natural cosmetic product, which activates fibroblasts to produce more collagen. It also stimulates cell renewal; thereby accelerates moisturizing process on the skin, in the case of damaged skin, to return a young, firm, soft and smooth skin.

Composition:

Each 1g cream contains extract of Spirulina 0.03g

Presentation:

Collapsible tube. 78g capacity. It contains 60g



Facial Make-up cleanser

SHAMAN facial cleanser is a natural cosmetic product, which allows removing all types of makeup because of its ability to increase the physiological reactive capacity of the skin, ensuring clean face. Its use causes an astringent effect on the skin. These properties of the facial Make-up cleanser SHAMAN prepare the skin for subsequent facial treatment.

Composition:

Every 1ml lotion contains 0.03ml of Spirulina extract.

Presentation:

HDPE collapsible tube. Capacity: 65 g. It contains 50g



Hair revitalizer

Proper application of the Hair Revitalizer SHAMAN is recommended for the treatment of alopecia and for the repair of damage caused by excessive combing and curling, hair straightening or dye application. This product stimulates and tones the scalp providing protein content.

Composition:

Each 1g cream contains extract of Spirulina 0.08g.

Presentation:

Collapsible tube. 156g capacity. It contains 120g



Aliviho Insomnia

Occasional insomnia, chronic insomnia, mental exhaustion, stress, hyperactivity, anxiety, sleeps cycles change.

Presentation:

Single case, amber glass flask, 15 or 30 ml.

Composition:

Each mL(20 drops) contains: *homeopathic dynamo-dilutions Amica montana, Avena sativa, Bryonia alba, Cocculus indicus, kali phosphoricum, lactuta virosa, muriatica magnesia, Passiflora incamata and Zincum metallicum in hydroalcoholic solution to 30%.*



Nourishing Cream Oily Skin

The Nourishing cream oily skin SHAMAN is a natural cosmetic product that activates fibroblasts to produce more collagen, thus giving the skin more firmness and appearance, helping to restore the natural moisture barrier and increasing water retention capacity. Its application helps to reduce wrinkles and facial expression lines.

Composition:

Each 1g cream contains 0.03g extract of Spirulina.

Presentation:

Collapsible tube. 78g capacity. It contains 60g



Aliviho Immune

Recommended as a stimulant of the immune system: immunosuppression, recurrent infections, recurrent tonsillitis, persistent cold, and renal failure.

Presentation:

Single case, amber glass flask, 15 or 30 ml.

Composition:

Each mL (20 drops) contains: *homeopathic dynamo-dilutions of Arsenicum album, Calcarea Sulfurica, Hepar Sulfur, Natrum muriaticum, Silicea terra, Sulfuriodatum, thuja occidentales and Zingiber officinale in hydroalcoholic solution to 30%.*



AliviHo Headache

Recommended for the treatment of headache, migraine, severe headaches, sharp pain with sensitivity to light and noise and periodic headaches.

Presentation:

Single case, amber glass flask with 15 or 30 ml

Composition:

Each ml (20 drops) contains: homeopathic dynamo-dilutions of *Atropa belladonna*, *Bryonia alba*, *Cyclamen europaeum*, *Gelsemium sempervirens*, *Glonoinum*, *Iris versicolor*, *Natrum muriaticum*, *sanguinaria canadensis* and *Spigelia anthelmintica* in hydroalcoholic solution to 30%.



Asthma AliviHo

Recommended use for asthma, dry and spasmodic cough, breathing difficulty, chronic bronchitis, dyspnea, cyanosis, sore throat and hoarseness.

Presentation:

Single case, amber glass flask with 15 or 30 ml

Composition:

Each ml (20 drops) contains: Homeopathic Dinamodiluciones of *Aconitum napellus*, *Aralla racemosa*, *Blatta orientalis*, *Carbo vegetabiis*, *Drosera rotundifolia*, *Rumex crispus* and *Spongia tosta* in hydroalcoholic solution to 30%.



Facial gel

Natural cosmetic product that restores skin tone and elasticity due to its tightening effect, eliminating signs of tiredness and fatigue. It has proven effective in the treatment and care of the skin affected by acne.

Composition:

Each 1g of cream contains extract of *Spirulina* 0.08g.

Presentation:

HDPE collapsible tube. 156 g. capacity
It contains 120 g



Anti-wrinkle cream

Natural cosmetic product that activates fibroblasts to produce more collagen, giving juvenile appearance to the skin, helping to restore the natural moisture barrier and increasing the water retention capacity. Its application helps reduce wrinkles and fine lines on the face. Its use is recommended to counteract the undesirable effects of aging.

Composition:

Each 1g of cream contains extract of *Spirulina* 0.04g.

Presentation:

HDPE collapsible tube. Capacity 78 g.
It contains 60 g



Cosmeceuticals

PRODUCTS

Shaman Line: Natural cosmetic line, based on Spirulina, which has a large amount of nutrients, vitamins, antioxidants and minerals that help renew tissues, counteract the effects of radiation, stimulate blood supply to the outermost layers of the skin and immune system making it ideal for preventing skin infections.

Body lotion

Natural cosmetic product that has a pH compatible with the skin, that promotes re-mineralization and exfoliation, keeping it soft and hydrated. Its application does not affect the hydro-lipid film of the skin.

Composition:

Each 1g of cream contains extract of Spirulina 0.03g.

Presentation:

Collapsible tube, 312g capacity. It contains 240g.



Nutritional

SUPPLEMENTS

Ferrical

Dietary supplement composed of equine erythrocytes and honey. Restorative nutritional status eliminates signs and symptoms of iron deficiency anemia. Prophylactic use or as a nutritional supplement in children, adolescents and pregnant women. Its use is recommended in people who practice sports in a systematic and intensive way.

Presentation:

Terephthalate Polyethylene bottles (PET) of 500ml and 250ml.



Aqueous Extract Vimang

Antioxidant nutritional supplement obtained from Mangifera indica L. to 2%, recommended after improving quality of life. It also has neuroprotective and hepato-protective effect besides a demonstrated anti-inflammatory, analgesic and immune modulatory activity. Should not be consumed in pregnancy or breastfeeding stages.

Presentation:

PET bottles of 500ml



Honey Derivatives

Propoforte®

PROPOFORTE® is result of the combination of all products offered by the hive, is made from honey mixture, bee bread, royal jelly and propolis extract.

Product from honey of high nutritional value, antiviral and antimicrobial action, antioxidant and general restorative action of the body.



Propomiel®

PROPOMIEL® is made from the combination of honey and propolis extract.

It is an ideal complement in the protection of children and adults. Due to its high stimulating and energetic value, its protective action of the respiratory tract and its immune-stimulatory power, this product is recommended in cases where it is necessary to strengthen the body's ability to resist and eliminate respiratory conditions.



Panmiel®

PANMIEL® product of highly nutritious value, physical and mental energizing, improves prostate function. It contains honey and pollen in form of bee bread. High content in biologically active substances, B vitamins, mineral elements: iron, copper, zinc, other microelements and amino acids.

This product improves digestive functions, eases the assimilation of food in the intestine and contributes to better functioning of the prostate.



Apiasmin®

APIASMIN® is a product from the combination of honey, propolis and pollen, products of the privileged floristic richness of Cuba which confer a balanced and very nice flavor where pre dominate notes between acid and sweet.

Among the main benefits are its high nutritional and energy value, and its ability to nurture evenly to achieve a balanced physiological state, so it is recommended in the diet of people, anemic, immunosuppressed, children over 2 years, elderly and convalescents; and to combat the adverse effects of stress and depression.

