

INVESTING IN SAINT LUCIA



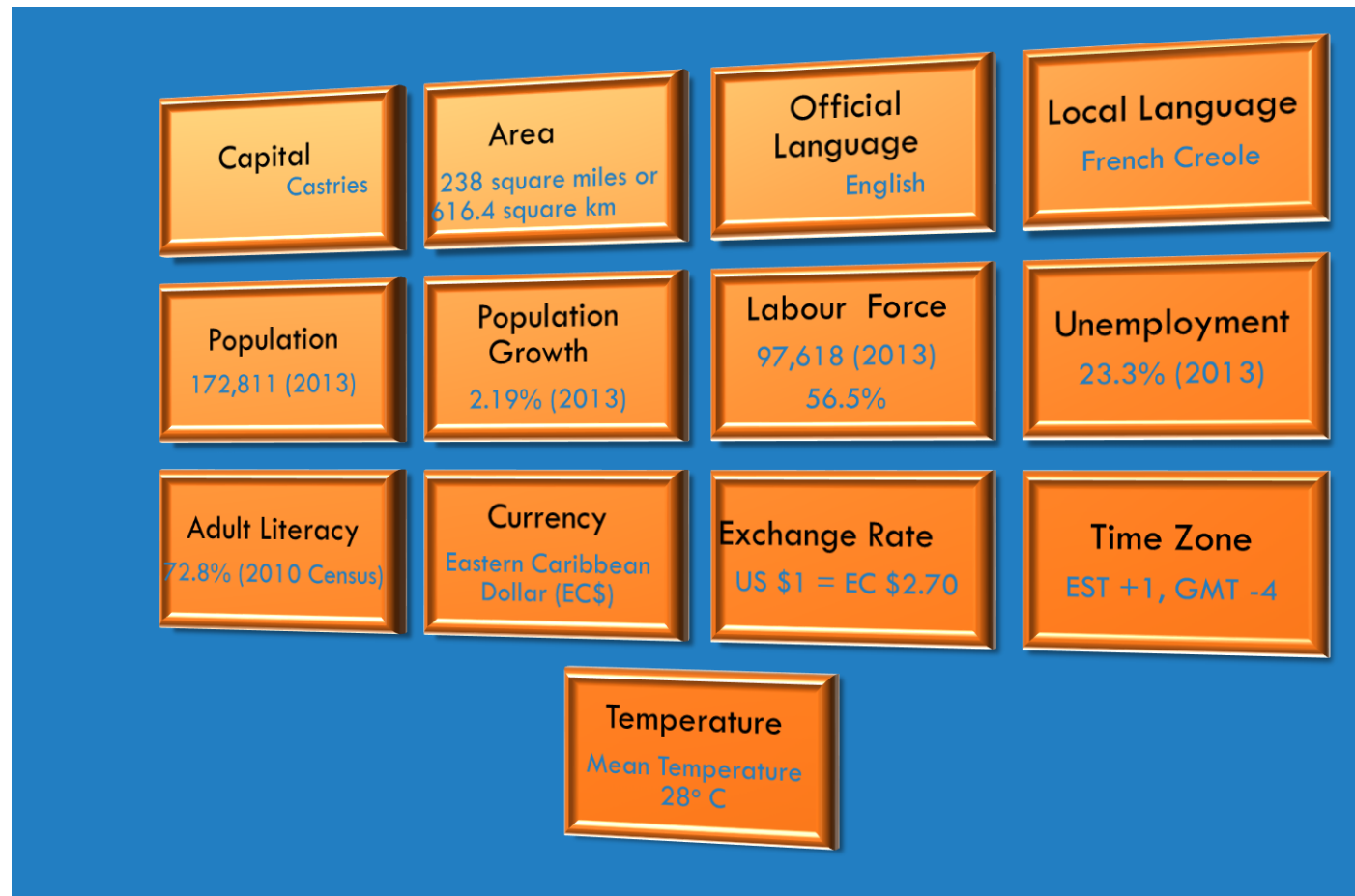
Investment Forum-Istanbul Chamber of Commerce, DEIK and CAIPA, May 16, Turkey

PRESENTED BY:

McHale Andrew – CEO INVEST SAINT LUCIA

SAINT LUCIA - Country Profile

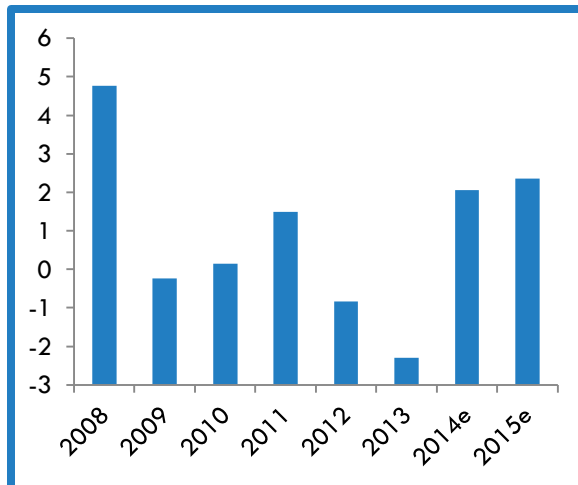
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ECONOMIC PERFORMANCE

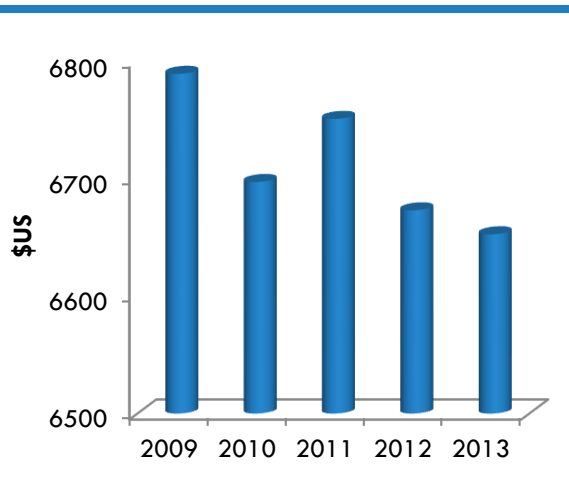
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ECONOMIC GROWTH

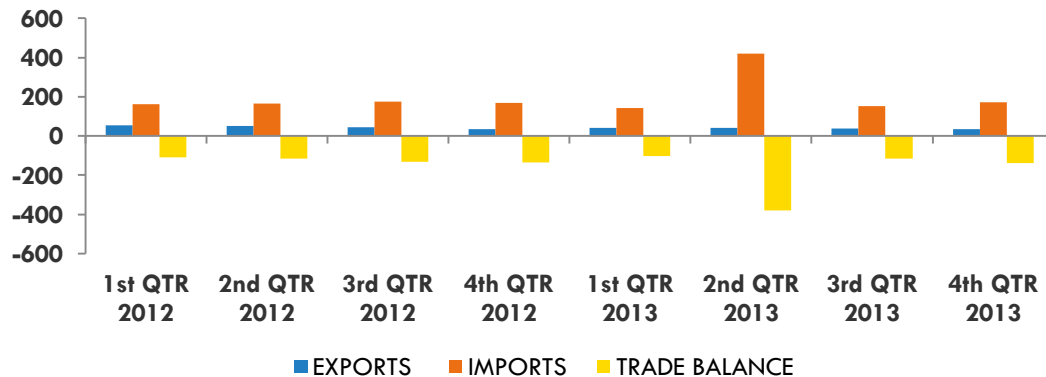
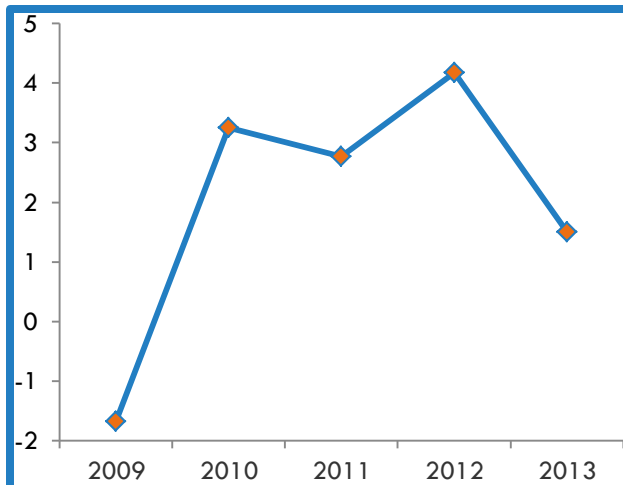


e-estimate

GDP PER CAPITA (US\$)



INFLATION RATES



TRADE BALANCE

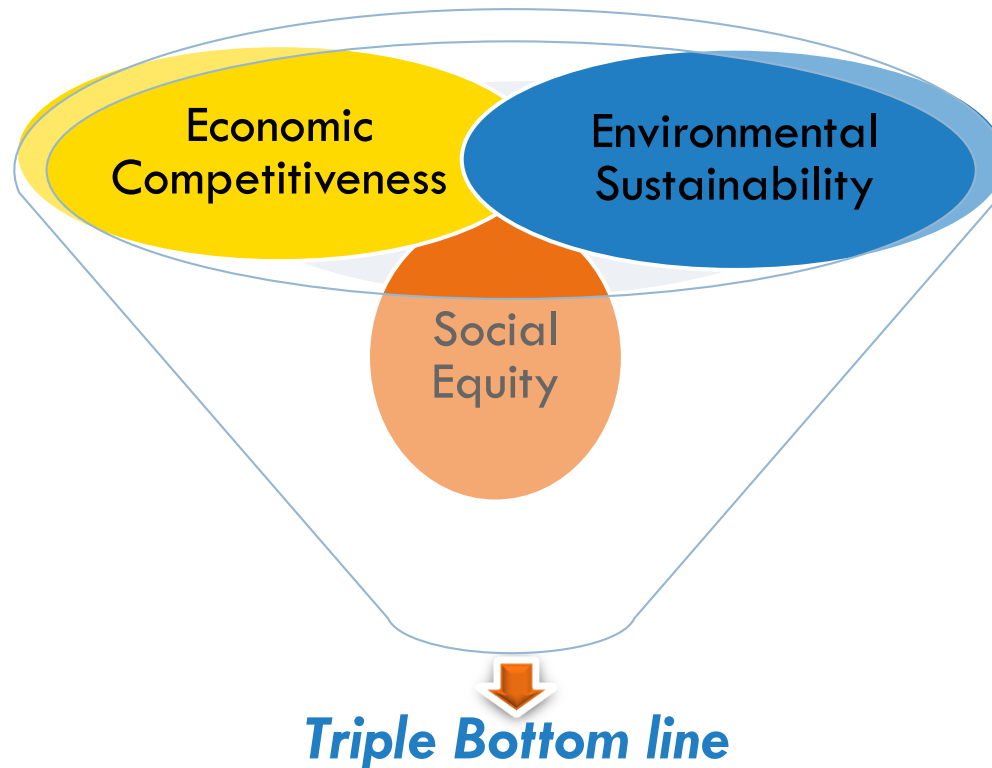
Main Economic Sectors

Economic Activity	Relation to GDP 2013	Average Real Growth 2006-2013
Hotels and Restaurants	10.6%	0.9%
Construction	8.8%	3.46%
Real Estate Renting and Business Activities	18.8%	2.53%
Manufacturing	4.8%	0.05%
Transportation	12.3%	1.25%
Communications	5.7%	(2.6)%
Distributive Trade Services	7.7%	0.16%
Electricity and Water	4.4%	2.12%
Banking and Insurance	8.1%	3.78%
Agriculture	3.1%	0.87%
Other Services	4.7%	6.11%



ATTAINING ECONOMIC GROWTH AND ECONOMIC DEVELOPMENT THROUGH

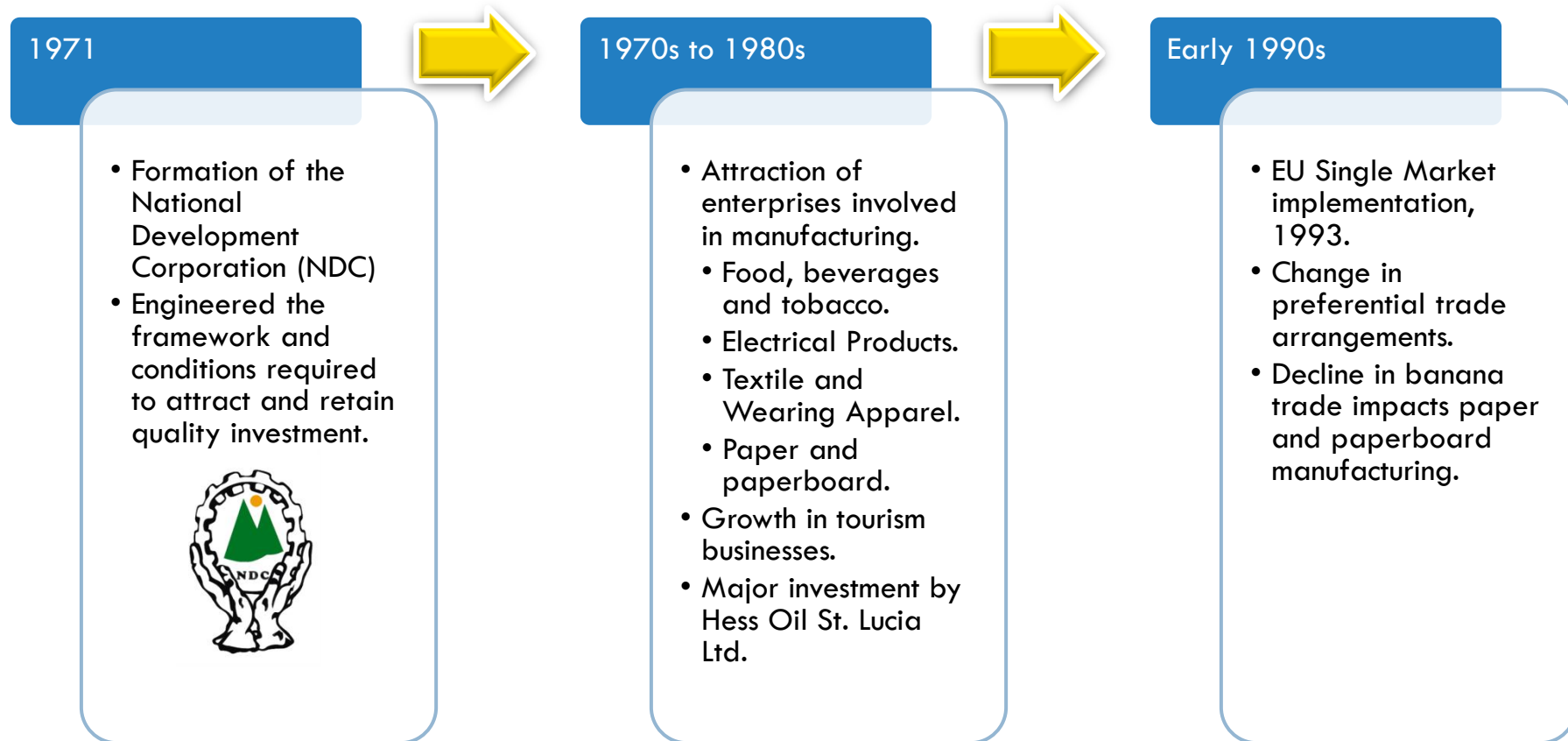
INVESTMENT



Historical Overview of Investment

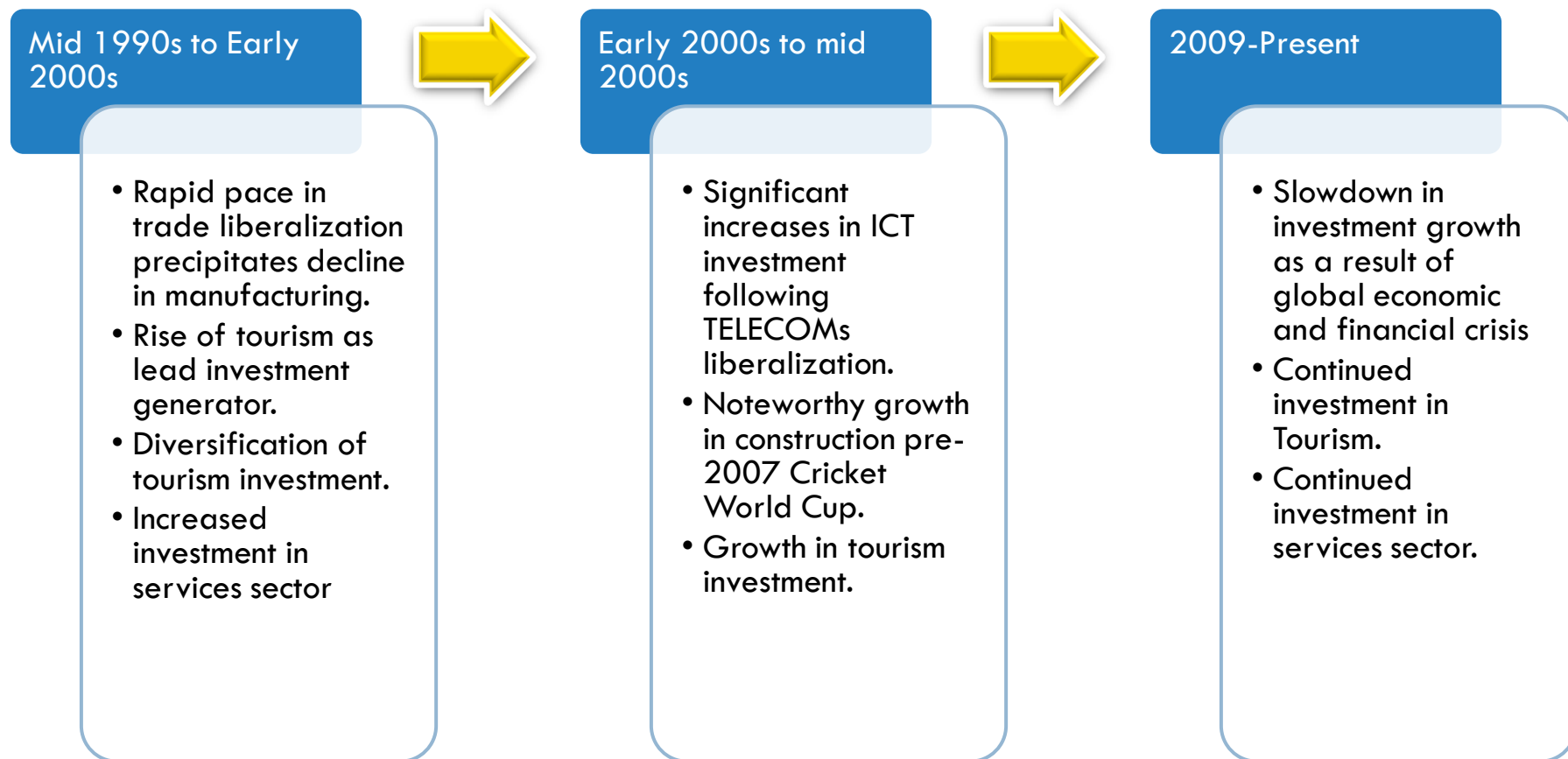
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Pre-Independence to the End of the Preferential Market Access Era



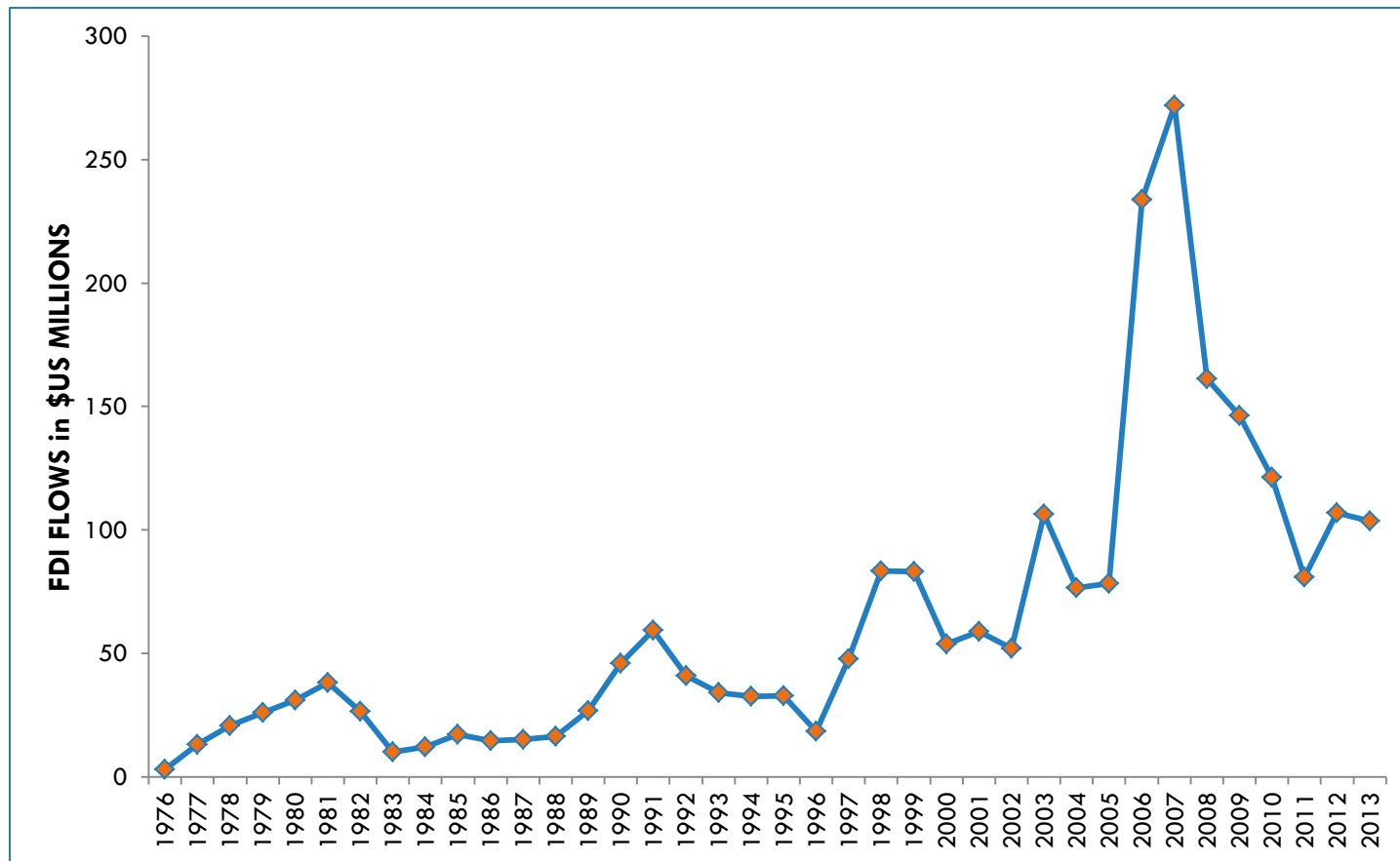
Historical Overview of Investment (Cont'd)

Post the Preferential Market Access Era



FDI INFLOWS 1976-2013

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Source: Economic and Social Review, ECCB Balance of Payments, Invest Saint Lucia

Investments Facilitated From the 1970's to Current

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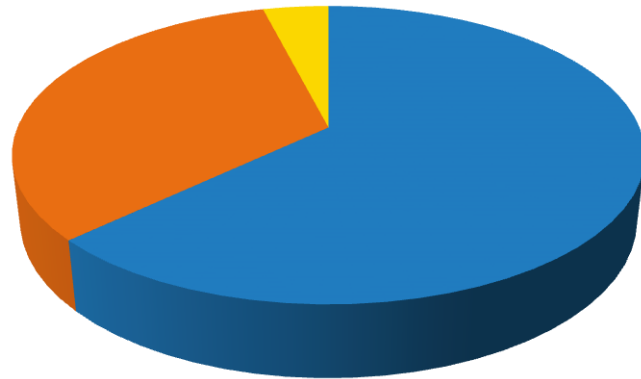


Over 2 Billion \$US in
Investment Flows

INVESTORS

220 Investors from 3
continents and 25 countries

Types of Investments Facilitated



■ Tourism ■ Manufacturing ■ ICT, Financial Services and Others



Source: Invest Saint Lucia/ Government Statistics

Why Saint Lucia?

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1. Strategic location and easy access.
2. Stable and Pro-business Environment (No. 1 in the English Speaking Caribbean in the World Bank's Doing Business Reports 2007-2014).
Ranked Number one in the Caribbean (Doing Business 2014 Report) for:
 - Number of procedures for starting a business.
 - Obtaining approval for construction permits.
 - Time taken to register a property.
 - Ease of paying taxes.
3. Ranked the 33rd freest economy by the 2014 Index of Economic Freedom.
4. Stable political climate.
5. Stable monetary and financial system, as a leading member of the Eastern Caribbean Currency Union.

Why Saint Lucia? (Cont'd)

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6. Regional and international market access (CSME, WTO, EPA).
7. Modern and efficient telecommunications system.
8. Modern air and sea port facilities including operational free zones.
9. Reliable electricity supply and stable supply of water.
10. Freedom to repatriate profits and no foreign exchange controls.
11. Strong history of attracting and protecting international investments.
12. Ongoing policy reforms designed to facilitate investment and encourage business growth (new investment policy, ongoing incentives reform, ongoing e-government reform,).

A record of success ...

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Key Successes

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TOURISM



TOURISM

- Development of North Western Corridor
- Award winning Resorts
- World Class Restaurants

- World Renowned Jazz Festival
- Atlantic Rally for Cruisers
- Strong international brand presence
- Events

PLANT

MARKETING

ENVIRONMENT

GROWTH AND
IMPACT ON
ECONOMY

- UNESCO World Heritage Status for Piton Management Area
- Heritage Tourism Growth

- Contribution to GDP (6.5% in 1970s to 13.2%% in 2013)
- Increased overall arrivals (from 145,700 in 1978 to a peak of 1,018,291 in 2010).
- Expenditure from \$US 27.7 Million in 1978 to a peak of \$US 630.4 Million in 2013

KEY Successes Cont'd

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MANUFACTURING



MANUFACTURING

- Free Zones
- Industrial Estates
- Private Modernized manufacturing establishments

- USA
- United Kingdom
- CARICOM States
- Rest of Europe

PLANT

MARKET
REACH

AREAS OF
STRENGTH

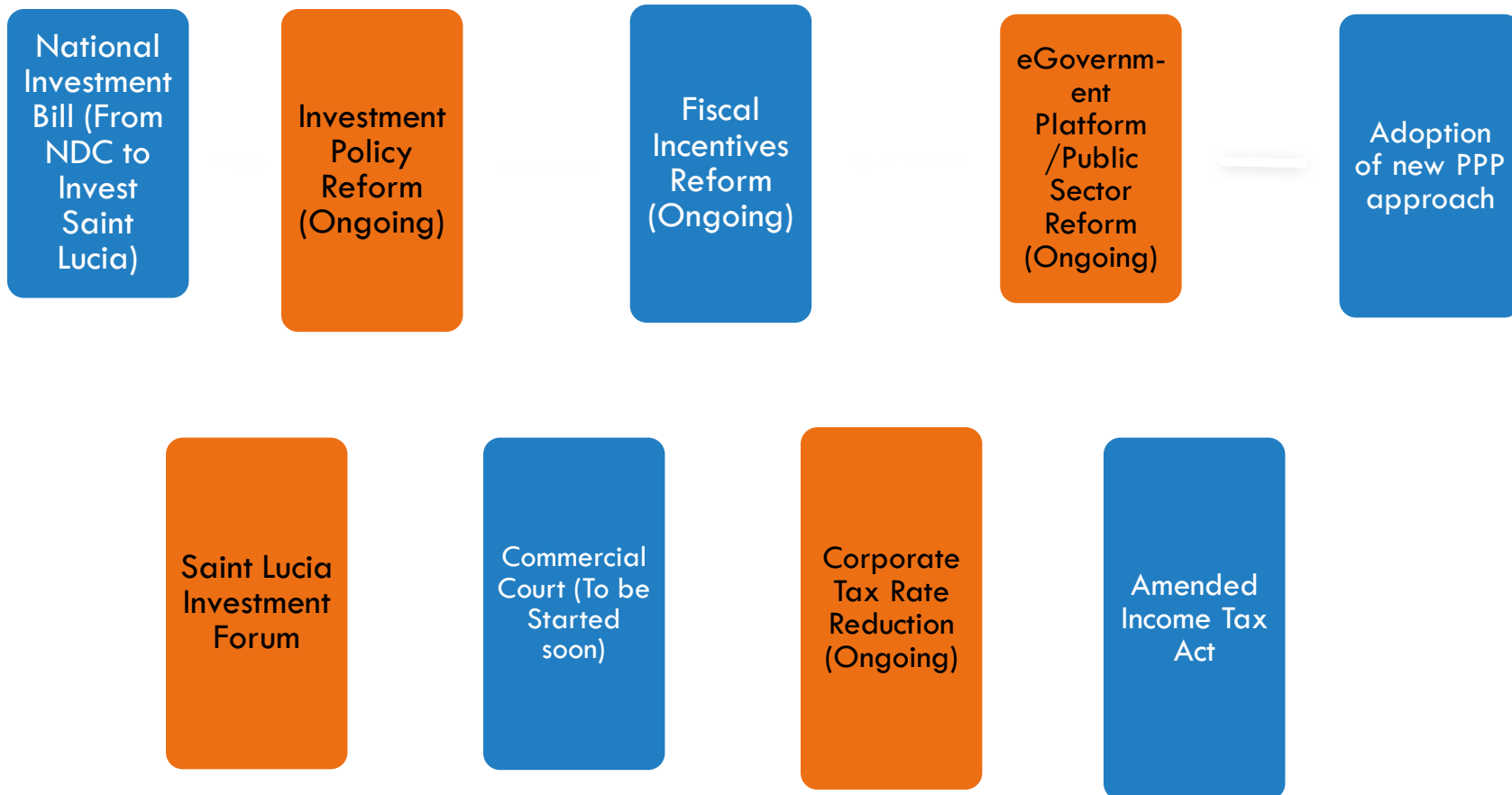
IMPACT ON
THE
ECONOMY

- Agro processing (Food and beverages)
- Fabricated Metals
- Paper and Paper Products
- Plastics
- Smart Technology

- 5.31% of GDP in 2012
- 5% contribution to employment in 2013

Initiatives to Improve Investment Process

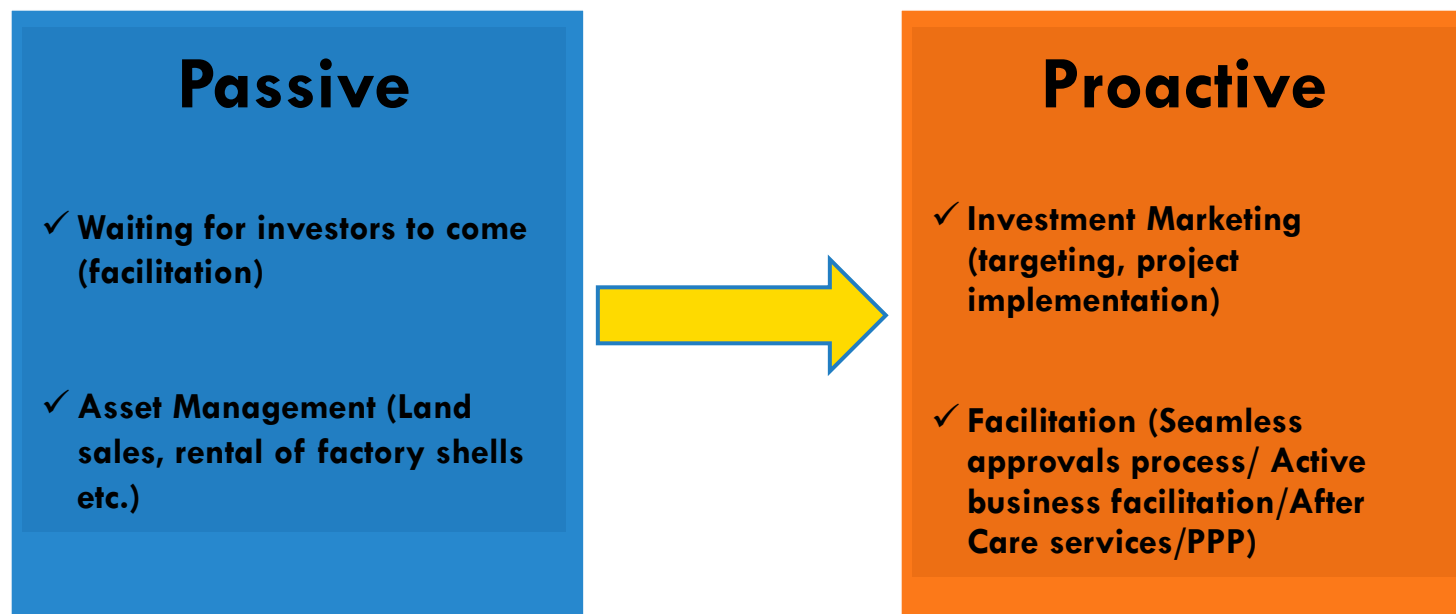
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Invest Saint Lucia

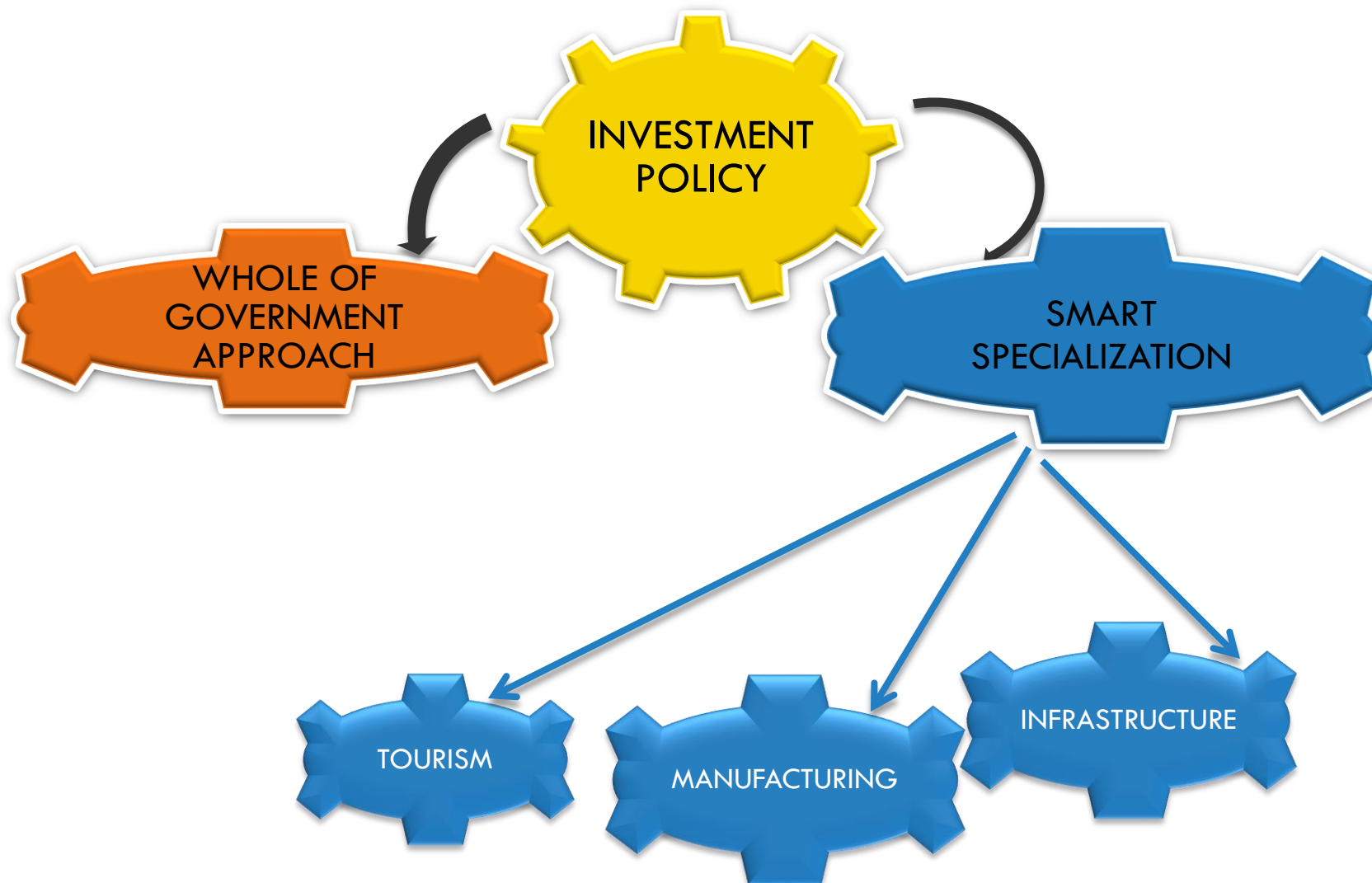
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- Invest Saint Lucia is the official IPA with mandate to operate as a “One Stop Shop” for investors.
- New thrust towards specialized investment promotion in Saint Lucia



Committed to Business- New Thrust

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Investment Policy Rationale

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1

- Increase the quantity of inward investment

2

- Transition Saint Lucia to a contemporary investment location

3

- Enhance investment attraction and generation mechanisms

4

- Improve investment protection and retention

5

- Facilitate effective investment integration

6

- More effective investment support and facilitating processes

INVESTMENT OPPORTUNITIES IN KEY SECTORS



Tourism

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- ❑ Resort Development
- ❑ Tourism Ancillary Services.
- ❑ Eco friendly, adventure, heritage and community based tourism.
- ❑ Yachting
- ❑ Sectoral linkages: food and beverages, herbal medicines, craft, art, entertainment, health and wellness.
- ❑ Entertainment tourism (music and cultural events).



Manufacturing

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- ❑ Agro Processing
- ❑ Dairy Production
- ❑ High end furniture
- ❑ Household products
- ❑ Packing material
- ❑ Light Industrial tools and materials
- ❑ Pharmaceutical products including use of local biodiversity for developing traditional/herbal medicine
- ❑ Smart Technology Manufacturing
- ❑ Boat Building



Hard Infrastructure

(Public- Private Partnership Agreements (PPP))

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- ❑ Airport Redevelopment
- ❑ North East Highway
- ❑ Seaport Upgrades
- ❑ East West Road
- ❑ Water Storage and Distribution Upgrades
- ❑ Port Castries Redevelopment
- ❑ Duty Free Point Seraphine



Soft Infrastructure

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- ❑ Contact and Call Centres
- ❑ Business Process Outsourcing (BPO)
- ❑ Knowledge Process Outsourcing (KPO)
- ❑ Mobile Application Development
- ❑ Data Processing
- ❑ Training Facilities
- ❑ Vocational Training/ Educational Facilities
- ❑ Reputable offshore Universities



Soft Infrastructure (Alternative Energy)

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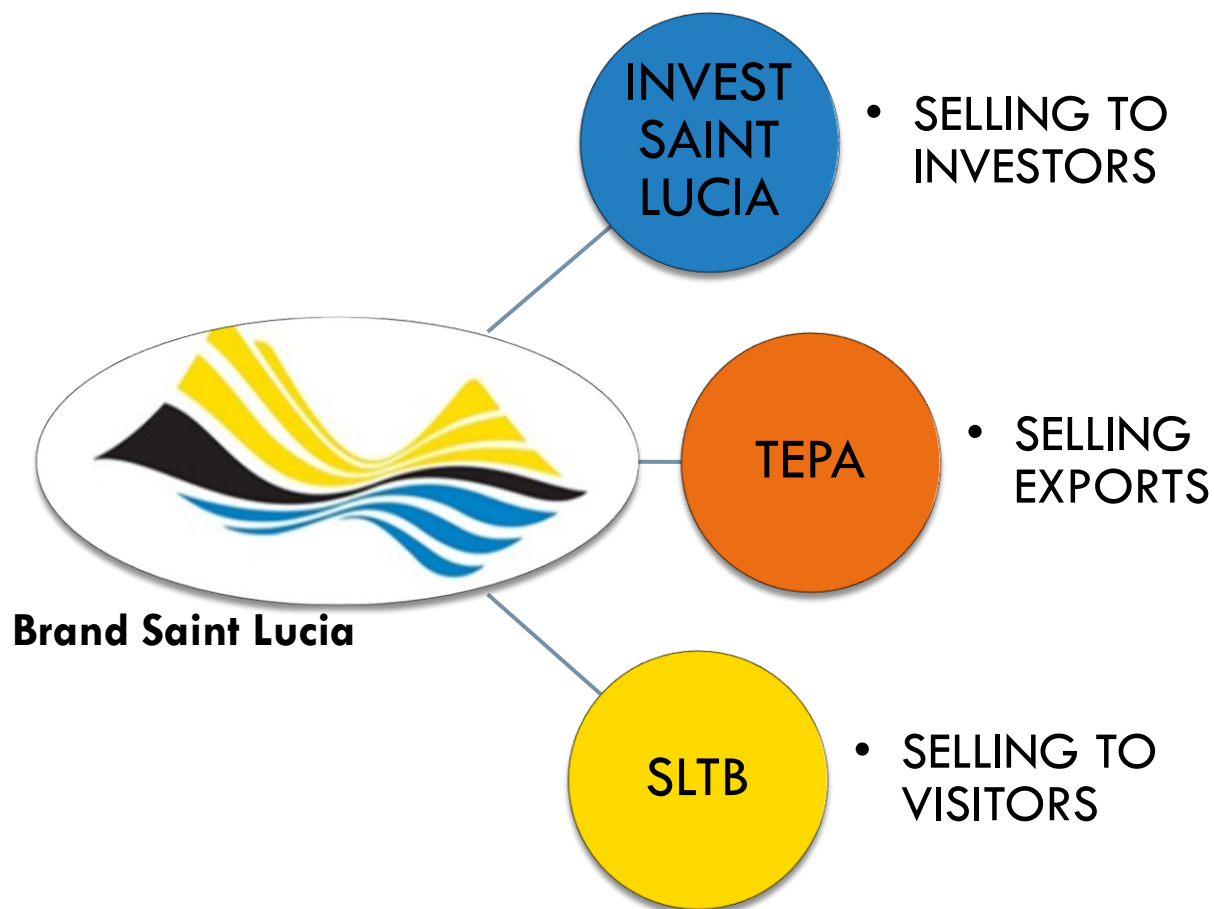
- St. Lucia Electricity Services Limited (LUCELEC) to remain sole distributor of energy.
- Target of 35% renewable energy development by 2020.

Options:

- Solar
- Wind
- Waste to Energy
- OTEC



INVESTING IN SAINT LUCIA MADE EASY



THANK YOU

www.investstlucia.com