



# HAITI

## Open for Business

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Center for Facilitation of Investments

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Istanbul Chamber of Commerce

Foreign Economic Relations Board (DEIK)



CENTER FOR FACILITATION OF INVESTMENTS





# HAITI OPEN FOR BUSINESS

*A better perspective and understanding  
of Haiti as an investment destination.  
An opportunity to develop new business  
relationships with a country that has  
the greatest potential for growth in the  
Caribbean*

..... **HAITI**





# HAITI OPEN FOR BUSINESS

## CFI – Center for Facilitation of Investments

- The Center for Facilitation of Investments (CFI) was established on January 31, 2006 by presidential decree
- Working under the Ministry of Trade and Industry, CFI's mission is to promote investment opportunities and help position Haiti as an attractive place to do business
- Provides industry and economic information to foreign and local investors
- Acts as the secretariat for the Interministerial Commission on Investment and National Council of Free Zones providing administrative support and technical assistance
- Provides necessary administrative support for company registration, permits, export licenses, etc.
- Liaises between investors and relevant state institutions







# HAITI OPEN FOR BUSINESS

A unique geostrategic location  
**27,750 km<sup>2</sup>**  
of opportunities

- A population of 10,500,000 inhabitants
- Situated 600 miles south of the world's largest consumer market
- At the crossroads of transatlantic and pan-american trade routes and, thanks to the Panama Canal, at the gateway of trade with Asia
- Preferential access to markets in excess of 800 million consumers
- 1700km of coastline and 990km of beaches







# HAITI OPEN FOR BUSINESS

## Market Access

Ideal hub to do business with the Caribbean, USA, Canada and Europe

- **Free Trade and Preferential Agreements** – Privileged platform to export
- **Economic Partnership Agreement with the European Union (EPA)** covers trade in goods and services, investment, trade-related issues – Haiti is currently finalizing its position on the EPA with Europe
- **Caribbean Basin Initiative (CBI-II)** provides Haiti with duty-free access to the US market for a wide range of products grown and manufactured in CBI countries
- **Hope and Hope II Acts** provide duty free treatment to the US market and flexible rules of origin for many apparel categories as well as certain non-apparel textile goods wholly assembled in Haiti
- **Haiti Economic Lift Program Act (HELP)** expands existing preferences for apparel and establishes new preferences for certain non-apparel goods (wire harness automotive components)



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## A fully liberalized economy

- Pro-business government
- GDP projected increase for 2014 4.5%
- CFI Investment pipeline increase of 33% YTD to USD 252 million
- Tourism up 20% (largest increase in the region)
- Increase in agricultural production 4.5% (rice 18%)
- Haiti has surpassed China as the second largest supplier to the US of men's and boys cotton knit shirts
- 67% growth year ending 2/2014 in export of girls' and women's knit shirt exports to the US
- Top mango exporter in the Caribbean region





# HAITI OPEN FOR BUSINESS

## An International Economy

Key investors already doing business in Haiti







# HAITI OPEN FOR BUSINESS

## Track record of landed foreign investment

**Digicel**

The Bigger, Better Network.

**MAY 2006**

**Digicel (Jamaica)**

Communications investment in Haiti

Digicel is the country's largest employer and taxpayer. The privately held company has invested \$600 million in Haiti, making it by far the country's largest foreign investor ever, and it has democratized communications with its strategy of selling low-price cellphones and services to the masses. Digicel unveiled plans in November to invest \$45 million in a new 173-room to be run by Marriott.



**APRIL 2009**

**Sirona Fuels (United States)**

Food & Tobacco investment in Haiti

Sirona Fuels is in the Food & Tobacco sector in a Manufacturing project. Sirona Fuels developed jatropha planting operations in Haiti in a joint venture with 3C Missions. The company intends to harvest and crush the jatropha in Haiti, and refine it into a high-quality B100 biodiesel in the US. Sirona's nursery operations include planting multiple strains of seeds and seedlings that will be intercropped with moringa trees.



Hãy nói theo cách của bạn

**May 2010**

**Viettel (Vietnam)**

Communications investment in Haiti

Viettel is investing in the Communications sector in a ICT & Internet Infrastructure project. Vietnam-based mobile network operator Viettel Mobile is to invest \$59m to upgrade Haiti's fixed line network. A new company is to be created for the telecom project in which Viettel holds a 60% stake and Banque de la République d'Haiti (BRH), Télécommunications d'Haiti (Teleco) and their affiliates will control the remaining 40%. A further \$40m will be invested in the project by 2014.



# HAITI OPEN FOR BUSINESS

## Track record of landed foreign investment



**JANUARY 2011**

**Sae-A Trading (South Korea)**  
Textiles investment in Haiti

Sae-A Trading is investing in the Caracol Industrial Park in the Textiles sector in a Manufacturing project. Korea-based Sae-A has pledged to invest in a new \$70m factory that will provide jobs for 20,000 Haitian workers. The company is a manufacturer of garments and textiles.



**OCTOBER 2013**

**Heineken (Netherlands)**  
Beer production in Haiti

Heineken has bought the Brasserie Nationale D'Haiti, S.A. (Brana) for \$40 million and will invest more than \$100 million over the next year, with new production lines to be installed at the National Brewery. The company will also start to work with local farmers, by substituting Malta with locally grown sorghum, positively impacting up to 15,000 local producers.



**JANUARY 2014**

**Toms Shoes (US)**  
Shoe manufacturing in Haiti

In 2012, through their "Buy one, give one" program, Toms commissioned 30 Haitian artists to create limited edition crafted shoes. They have now announced a \$10 million-dollar investment to build a local shoe factory in Port-au-Prince which will create hundreds of jobs in the coming months.



# HAITI OPEN FOR BUSINESS

## Business climate: Infrastructure

### Significant public investment

#### AIRPORTS

- 2 international airports currently operating: PaP and Cap Haitien
- 4 domestic airports of which two are being expanded into international airports
- 11 additional runways providing access to smaller cities

#### PORTS

- 8 ports
  - 72 hours by sea to the U.S. market
  - 1,750 km from Port-au-Prince to Miami's port facilities
  - With the expansion of the Panama Canal and Jamaica's logistical hub, there is significant room for expansion to accommodate the increase in maritime traffic

#### ROADS EXPANSION

- 3,608 km national road extended
- 950 km of trunk roads connecting main cities
- 1,315 km secondary roads
- 1,343 km rural roads







# HAITI OPEN FOR BUSINESS

## Economic Indicators

### Growth Rate - Regional ranking

- GDP growth rate (%) ..... 4.5%
- GDP per capita ..... USD 460
- Inflation rate ..... 3.20% (*February 2014*)
- Local currency ..... Haitian Gourde (HTG)  
*most companies accept the US dollar*
- US\$1 ..... 45 HTG (*approx. May 2014*)
- Interest rate ..... average 12% for USD
- Average wage ..... \$0.66/hr





# HAITI OPEN FOR BUSINESS

Agriculture



Construction



Light manufacturing



# HAITI

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Mining



Energy



Tourism



## The priority engine for growth



# HAITI OPEN FOR BUSINESS

## Mining in Haiti

### A diamond in the rough waiting to be polished and explored

Significant mining potential in precious, semi precious metals, and minerals  
Investments are immediately possible in extraction of bauxite - our mining code is adapted to this type of extraction.

Complete overhaul of our mining law and institutional capacities underway.

- New mining law being drafted by World Bank
- Technical cooperation with reputable mining nations including Jamaica and Chile to strengthen our bureau of mines
- Independent assessment of the nation's mining potential currently underway, with quantification and certification of this potential by mineral and metal type
- Advisory to accompany the government in contract negotiation
- Recommendations around the creation of a sovereign fund to capture royalties, to invest in education and health under transparent international norms







# HAITI OPEN FOR BUSINESS

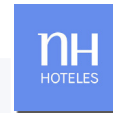
## Tourism

Haiti to become an emerging cultural and tourism destination in the heart of the Caribbean

### TOURISM DEVELOPMENT PLAN STARTING TO BEAR FRUIT

Hotel capacity doubling in Port au Prince

- Occidental
- Marriott
- NH Hotels
- Best Western Premier

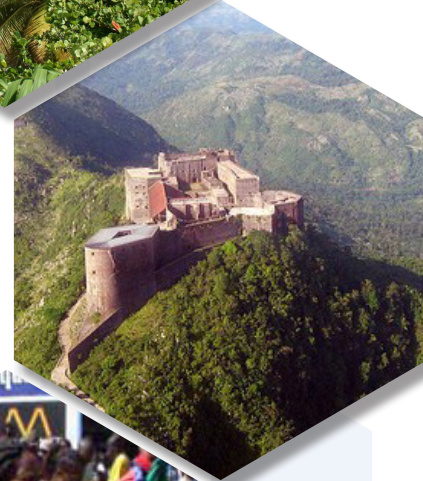


New resort destinations underway supported by significant public investments

- Île à Vache eco-tourism destination – high end island resort. Projected investment of over \$500 million USD
- Punta Cana Group to invest in southern peninsula

Unique heritage sites such as la Citadelle and Palais Sans Souci also benefiting from international donor fund to maintain UNESCO sites to develop as cultural attractions

*This sector is ripe for investment!!!*





# HAITI OPEN FOR BUSINESS

## Legal framework for investment protection

- Identical treatment for Haitian and foreign investment
- Guarantee of property rights. No tradition of expropriation
- Protection of trademarks, patents and intellectual property rights
- Free repatriation of dividends and other income
- Creation of a national arbitration chamber







# HAITI OPEN FOR BUSINESS

## Sectors eligible for incentives and tax exemptions

- Agriculture
- Handicrafts
- Tourism and related services
- National industry
- Free economic zones
- Other sectors (special sectors identified by the government of Haiti, such as housing)







# HAITI OPEN FOR BUSINESS

## General tax incentives

- Total exoneration from income taxes for a period which shall not exceed fifteen (15) consecutive years.
- Exoneration from payroll taxes and other direct internal taxes; for a period which shall not exceed fifteen (15) years
- Exemption from individual income taxes for revenue generated by the investment (tourism)
- Exemption from certain municipal taxes – up to 15 years
- Accelerated depreciation rates allowed on machinery
- Exemption from customs duty and from income taxes on the import of equipment goods and materials needed in installation, operations and production of the enterprise





# HAITI OPEN FOR BUSINESS

The new frontier investment destination in the Caribbean



# HAITI

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*Thank you for your attention*



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