A map of the Caribbean region, showing the outlines of the islands and surrounding landmasses. The map is rendered in a light brown, textured style. Various countries and territories are labeled in black text. The labels include: Bahamas, Turks and Caicos Islands, Dominican Republic, Cayman Islands, Belize, Jamaica, Haiti, Saint Kitts and Nevis, Barbuda, Antigua, Montserrat, Dominica, St. Lucia, Saint Vincent & the Grenadines, Barbados, Grenada, Trinidad and Tobago, Curaçao, Guyana, and Suriname. The text "The Caribbean: An Attractive Investment Destination" is overlaid in a large, white, serif font, centered on the map.

The Caribbean: An Attractive Investment Destination

Istanbul Turkey , May 16th 2014

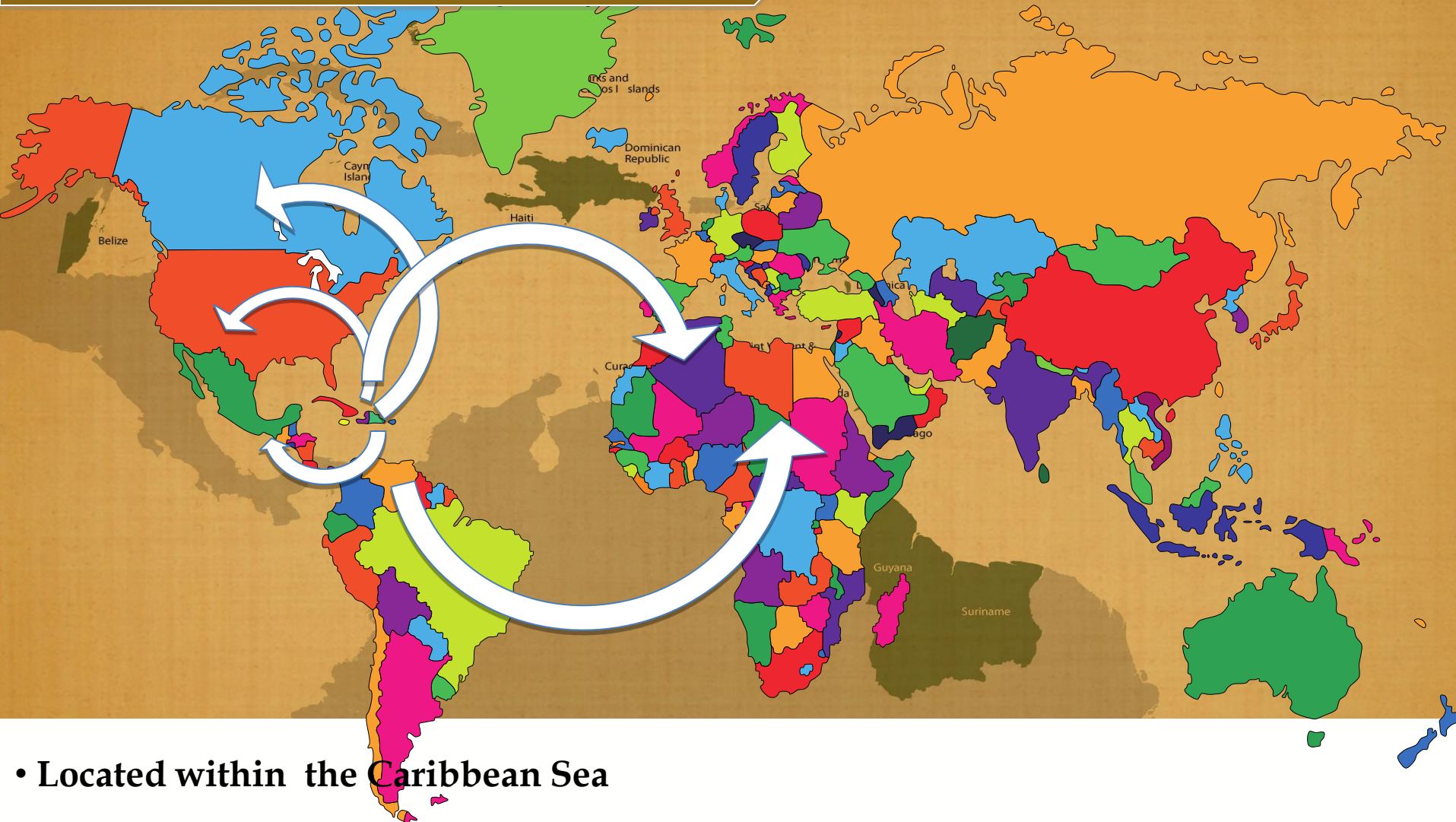
Outline of Presentation

- 
- A map of the Caribbean region is shown in the background, with various countries and territories labeled. The labels include: Bahamas, Turks and Caicos Islands, Cayman Islands, Dominican Republic, Haiti, Saint Kitts and Nevis, Barbados, Montserrat, Dominica, St. Lucia, Saint Vincent & the Grenadines, Barbados, Grenada, Trinidad and Tobago, Guyana, and Suriname.
- The Caribbean at a Glance
 - The Promotion of Inward Investments: The Role of CAIPA
 - Why Invest in the Caribbean?
 - Targeted Sectors for Investments
 - Major Brands in the Region by Sector
 - Investment Opportunities



THE CARIBBEAN AT A GLANCE

The Caribbean – Location



- Located within the Caribbean Sea
- South of Miami and North of South America
- Comprised of more than 7,000 islands, islets, keys and reefs

The Caribbean: Key Attributes

Bahamas



- Total Population: 23.4 million
- Lush Rainforests/Rich fertile soil
- Volcanic mountains
- Cascading rivers and waterfalls
- White sand beaches
- Tropical flowers and fauna
- Picturesque towns/Heritage Sites

The Caribbean: Key Attributes

- Highly Diversified Economies
- Sound Political Systems
- Developing business culture
- Sound financial systems and economies



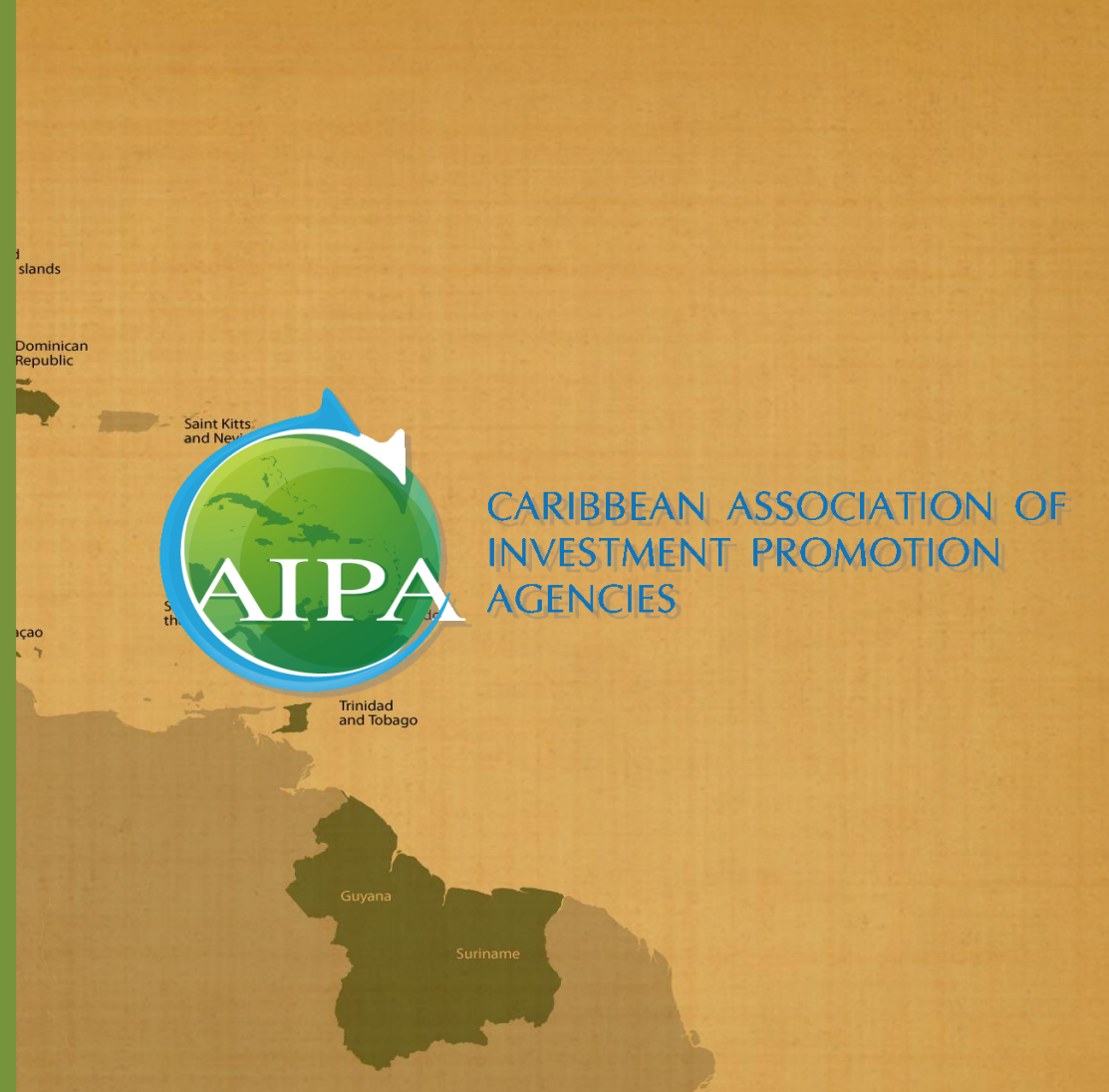
A map of the Caribbean region is shown in the background, with various countries and territories labeled in small text. The labels include: Bahamas, Turks and Caicos Islands, Cayman Islands, Belize, Jamaica, Haiti, Dominican Republic, Saint Kitts and Nevis, Montserrat, Barbados, Dominica, Saint Vincent & the Grenadines, Grenada, Trinidad and Tobago, and Suriname. The map is rendered in a dark brown color against a lighter brown background.

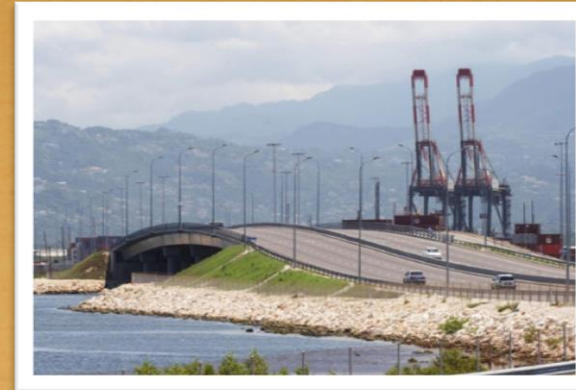
THE PROMOTION OF FOREIGN DIRECT INVESTMENTS INTO THE CARIBBEAN

The Role of the
Caribbean Association of Investment Promotion
Agencies (CAIPA)

▪Regional Association for Caribbean Investment Promotion Agencies

- Formed in 2007
- Focused on:
 - Regional image building and regional investment promotion
 - Policy advocacy
 - Capacity building
 - Research and information
- Secretariat hosted by Caribbean Export Development Agency






WHY INVEST IN THE CARIBBEAN?



The Caribbean – Top 10 Reasons to Invest


- 
- A map of the Caribbean region is shown in the background, with various islands and countries labeled. The labels include: Bahamas, Turks and Caicos Islands, Dominican Republic, Haiti, Saint Kitts and Nevis, Barbuda, Antigua, Montserrat, Dominica, St. Lucia, Barbados, Saint Vincent & the Grenadines, Grenada, Trinidad and Tobago, Guyana, and Suriname.
1. Ideal location
 2. Accessibility
 3. Modern Infrastructure:
 4. Economic & Political Stability
 5. Skilled Labour Supply
 6. Diverse Investment Opportunities
 7. Flexible Incentives
 8. Ease of Doing Business
 9. Responsive investment promotion experts
 10. Openness to trade

Why the Caribbean?: Location Factors noted by Site Selection Firms



Areas for Consideration	Cost factors	Quality Factors
Labour	Wages	Potential to recruit regional staff
		Flexibility of labour regulations
Infrastructure	Electricity	Power supply
	Water	Water supply
	Telecommunications & Broadband	Telecommunications & Internet availability
	Natural gas	Natural gas supply
	Freight Shipment	Shipping transportation availability and reliability
Real Estate	Real estate	Availability of land, office space, buildings and sites
	Construction	Process for obtaining construction permits streamlined

Why the Caribbean?: Location Factors noted by Site Selection Firms



Areas for Consideration	Cost factors	Quality Factors
Access to Markets	None	Size of the regional market
		Proximity to raw materials, components and equipment
		Access to international tourists
		Access to regional markets
		Access to North American markets and those markets with whom the Caribbean has agreements guaranteeing preferential access
General Business Environment	None	Political, financial and economic stability

Strategic Sectors for Investment in the Caribbean



Bahamas

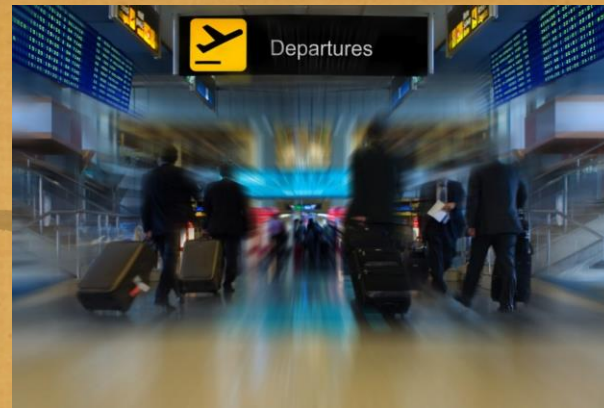
Turks and
Caicos Islands

Dominican
Republic

Belize



Curaçao



the Grenadines

Barbados

- Tourism (with significant opportunities in the health and wellness subsectors and the sectors with linkages to tourism)
- Transportation and Logistics
- Renewable Energy
- ICT/Business Process Outsourcing/Call Centres

Tourism



The Advantages

- Abundant natural/cultural resources
- Skilled human resources
- Strong Tourism Infrastructure
- Strong Ground Transport Infrastructure
- Air Transport Infrastructure
- Price competitiveness

Tourism

The Opportunity - Health and Wellness Tourism

- Medical Tourism
- Wellness & Spas (linked to hydro and thermal sources, eco-tourism, sports tourism, heritage and cultural tourism)
- Nursing and Elderly Care/Retirement Villages
- Research and Diagnostic Services



Transportation & Logistics - Shipping

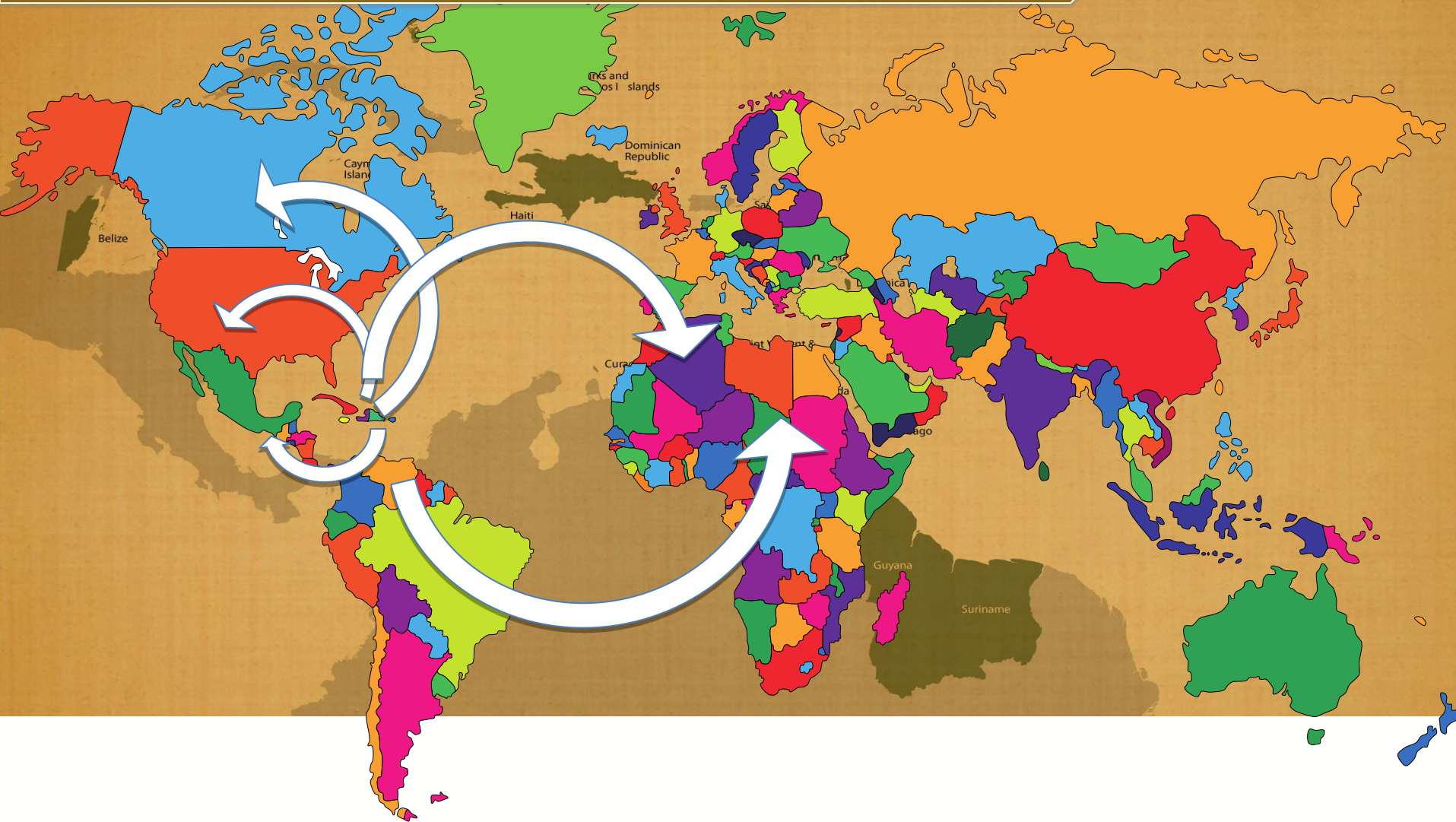


Shipping services in the Caribbean

Inter-island transport

- Short sea shipping (which connects islands with Panama and the Caribbean and North American transshipment centers)
- Deep sea shipping (cargo transport on larger vessels)
- Shipment of non-Caribbean cargo passing through the Caribbean due to its location at the crossroads of major trading routes.

Transportation & Logistics - Shipping



Transportation & Logistics - Shipping



The Advantages

- Location - at the crossroads of major trading routes
- Changing nature of global trade from East to West
- Strong infrastructure - Ports of the Caribbean ranked among the top 40 by ECLAC
- Adequate strategic locations for port development
- Training through Caribbean Maritime Institute



Renewable Energy



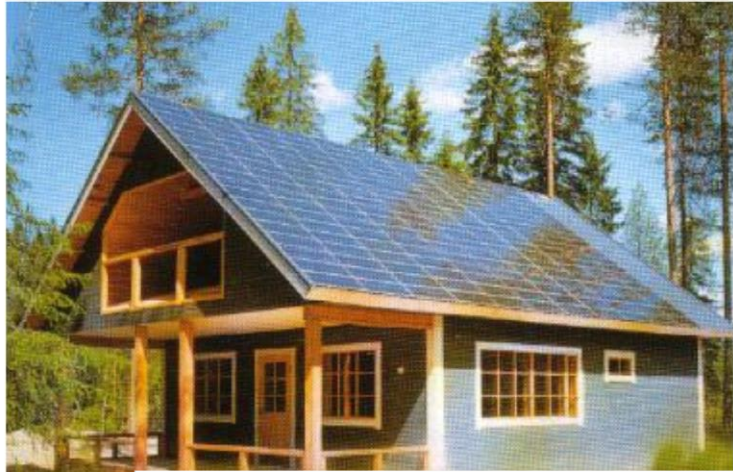
Drivers for Renewable Energy Development

- Climate Change
- Increasing oil prices
- High electricity prices (20-35 US cents/kWh)
- High burden of oil imports on balance of payments (up to 50% of revenues used for oil imports)
- Growing energy consumption



Caribbean consumes 97% of its energy from oil products

Renewable Energy



The Opportunity

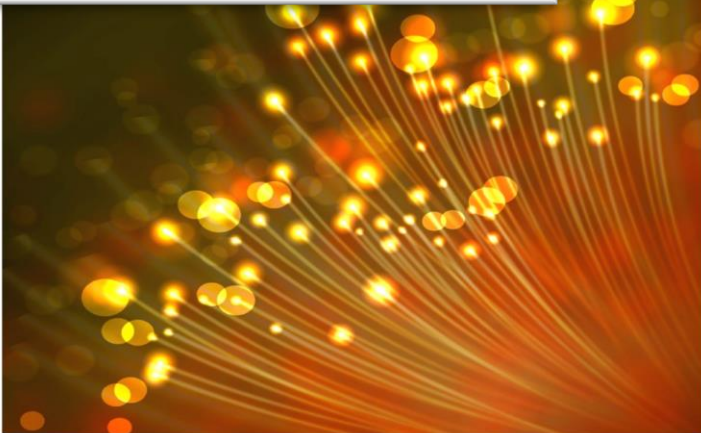
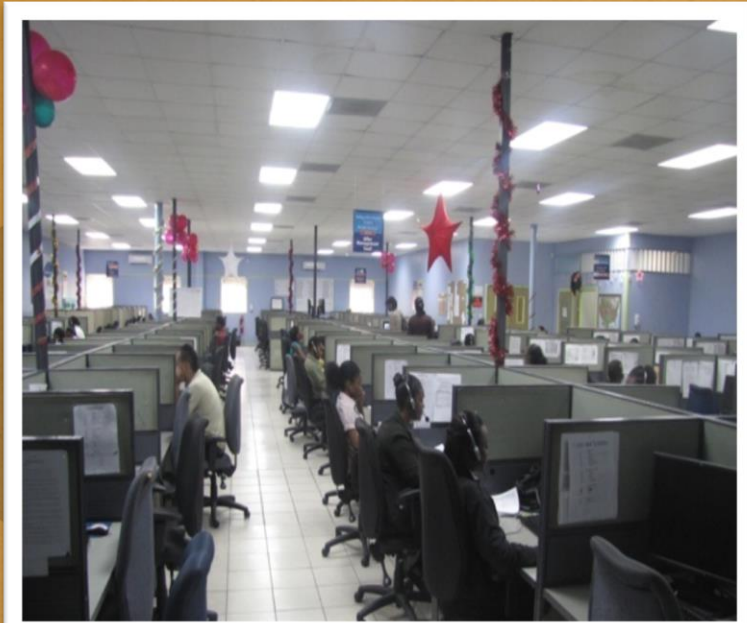
1. The Need for Energy Security

2. Health Environmental Effects

3. Readily Available but Mainly Untapped Renewable Energy Potential

- Solar thermal and photovoltaics
- Hydro power
- Wind power
- Geothermal
- Biomass from bagasse and wood waste

ICT/Business Process Outsourcing



Strengths of the Caribbean

- Language skills (English, Spanish, French, Dutch)
- Geographical Proximity to near-shore markets
- Cultural proximity to North America
- High quality of service/ trained workers/ high agent retention
- World-class telecom infrastructure
- Business and time continuity (24-hour business operations)

ICT/Business Process Outsourcing

Key Niche sub-segments

- Voice customer support
- Outbound telesales
- Value-added BPO work (human resources functions such as payrolls processing, compensation surveys)
- Data entry
- Network operations support/infrastructure services support
- Support for professional services (finance and accounting functions, such as billing, receivables management, financial reporting)
- Software development
- Other limited scale sub-segments (IT consulting, graphic design)

Key Foreign Investors in the Caribbean

Financial/Business Services



Telecommunication



Courier Services



Real Estate



Key Foreign Investors in the Caribbean

ICT/BPO



Teleperformance

SOLUCIONES GLOBALES DE TELEMARKETING Y TELESERVICIOS

accenture

High performance. Delivered.

xerox



Tourism



DIAGEO



Manufacturing





Investment Opportunities in the Caribbean

Sectors Covered

- Tourism
- Commercial Housing Development
- Manufacturing
- Agriculture & Agro-processing
- Transportation & Logistics
- Services



Tourism



CARIBBEAN ASSOCIATION OF
INVESTMENT PROMOTION
AGENCIES

Pelican Beach – Antigua & Barbuda



Project: Luxury boutique hotel with villas and cottages

The development will consist of 20 estate plots, 6 villas, 11 cottages, and a 129 room hotel.

Investment being sought: Equity investors to complete infrastructure and build out the property

A favourable incentive package is available.

Galleon Bay – Antigua & Barbuda



Project: Luxury boutique hotel and second home residences

Project to be developed on 102,800 m² of land.

Investment being sought: Equity investors to complete infrastructure and build out the property

A conceptual master plan, feasibility study and incentive package are available.

Cocoplum - Belize



Project: 30 cottage boutique resort hotel and spa .

Construction has commenced on a 26 acre site with 1,800 feet of prime Caribbean beach front .

Total project cost : USD \$14 million

Type of investment required : Equity investment

A favourable incentive package is available.

Cabrits Marina & Hotel Development - Dominica



Project: Marina village with supporting facilities

Will comprise of a marina village, residential villas, town houses, condominiums, individual slips for residences along the waterway, bunker/fueling facilities, commercial space, restaurants and entertainment centre.

Total estimated cost of the project: US\$50 million

Type of investment required: Negotiable investment structures to include land for equity swap and or option to purchase

Ecological report, preliminary soil test studies, preapproved incentives and master plan concept for the proposed development are available.

Woodford Hill Hotel Villa Resort Project - Dominica

Project: Hotel and villa resort

The project will comprise of 32 two-bedroom cottages, 64 villas, 16 townhouses. Resort central facilities will include bars, restaurants, wellness spa, sports facilities and beach club.

Total project cost : US \$130 million

Type of investment required: Equity

Feasibility study and approved architectural and design plans are available. EIA has been conducted. Pre-approved fiscal incentives have been granted.



Levera Resort Development - Grenada



The Project: Boutique resort and spa

Development would be undertaken on 400 acres of freehold property and a private island (Sandy Island).

Total investment required: USD \$35 million

Type of investment required: The project sponsor remains open to a variety of investment structures as well as a possible property sale

An incentive package is available.

Bacolet Bay Resort and Spa - Grenada



Project : Hotel and villa resort

Development would comprise of central facilities (reception, restaurant/bar, spa, etc.) and individual free-standing units including: 40 hotel suites, 20 one-bedroom villas, and 17 two-bedroom villas.

Total investment required: USD \$12 million

Type of investment required: US\$12 million for an 18 month term, to be repaid from the proceeds of existing pre-sold units, which fall due upon completion.

Construction permits, designs and full construction costs are available.

A complete incentive package has been secured.

Hotel des Artistes, Port-au-Prince – Haiti

Project: Hotel

Development would comprise of a 250 room 3 star hotel equipped with restaurant and conference facilities.

Total investment cost : USD \$48.8 million

Type of investment required: Equity Investment/ joint venture partners or other investment structures can be negotiated

Feasibility studies and an incentive package are available.



Grenada Forts Restoration - Grenada



Project : Forts restoration

Involves the transformation of the forts into heritage attractions.

Total investment required: US\$ 22 million

Type of investment required: Equity Investment

Design reports, design approaches, site plans, preliminary costing, and suggested themes are available.

First Class Hotel and Resort, Tobago – Trinidad & Tobago



Project: Hotel development

This project involves the development of a first class hotel and resort facility.

Total estimated investment required: US\$124 million

Type of investment required: Equity Investor or joint venture partner

An attractive incentive package is available.

Commercial and Housing Development



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INVESTMENT PROMOTION
AGENCIES

Barrett Hall Lifestyle Village - Jamaica



Project: Retirement village

The development will be situated on 429 acres of land.

Total estimated investment required :
US\$63.5 million

Type of investment required: Equity
Investment

An attractive incentive package is
available.

Frigate Bay Development Corporation – St. Kitts



Project: Land sale for commercial purposes

Approximately fourteen acres of land are available.

The minimum cost per acre is US\$200,000.

Manufacturing



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INVESTMENT PROMOTION
AGENCIES

Derivative Melamine Manufacturing Opportunities – Trinidad & Tobago



Project : Manufacturing facility

Establishment of melamine moulding compound facility.

Total investment required:
approximately US\$10 million

Type of investment required: Joint
venture or outright ownership

An attractive incentive package is
available.

North Industrial Park (Caracol Project) - Haiti



Project : Industrial Park Development

Project involves the development of factory space to target manufacturing companies.

Type of investment sought : Manufacturing companies such as garment, furniture electronics, etc. to establish operations

An attractive incentive package is available to manufacturing enterprises.

PET Plastic Waste Management Facility - Trinidad



Project: PET Plastic Waste Management Facility

The project envisages the development of PET Plastic Waste Management Facility that utilizes post-consumer bottle feed stock to produce clean flakes, fibre and packaging products.

Total investment cost : US\$ 1 - 1.5 Million

Type of investment required: Equity or joint venture partner

An attractive incentive package is available.

Agriculture and Agro-processing



Value Added Fish Project – St. Vincent & the Grenadines



Project: Fish processing plant

This project involves the production of a wide range of value added fish products such as fish burgers, fish cakes, fish nuggets and fingers, smoked fish, salted fish and pickled salted fish.

Total investment required: US\$200,500

Type of investment required: Equity investment

An attractive incentive package is available and a feasibility study of the fishing industry was commissioned.

Palm Oil Production & Refinery - Suriname



Project : Manufacture of palm oil

The proposed project is the development of 20,000 ha oil palm plantation with facilities for palm oil production.

Total initial investment: 20,000 ha at US\$ 6,000 - US\$ 120 Million

Type of investment required : Equity or joint venture



Beef Slaughterhouse/Pack house – Belize



Project: Establishment of a beef slaughterhouse /pack house

Facility is designed for a capacity of at least 15,000 heads of cattle annually.

The total investment cost is estimated at USD \$10 million.

Type of investment required: Equity investors, up to 49% of total costs of the investment

Pre-feasibility studies and attractive incentives are available .

Horticultural Produce Processing Centre – Belize



Project : Food processing facility

Facility will process through preservation and packaging vegetables which are not sold on the fresh market.

The total investment cost is estimated at USD\$ 10 million.

Type of investment required : Equity

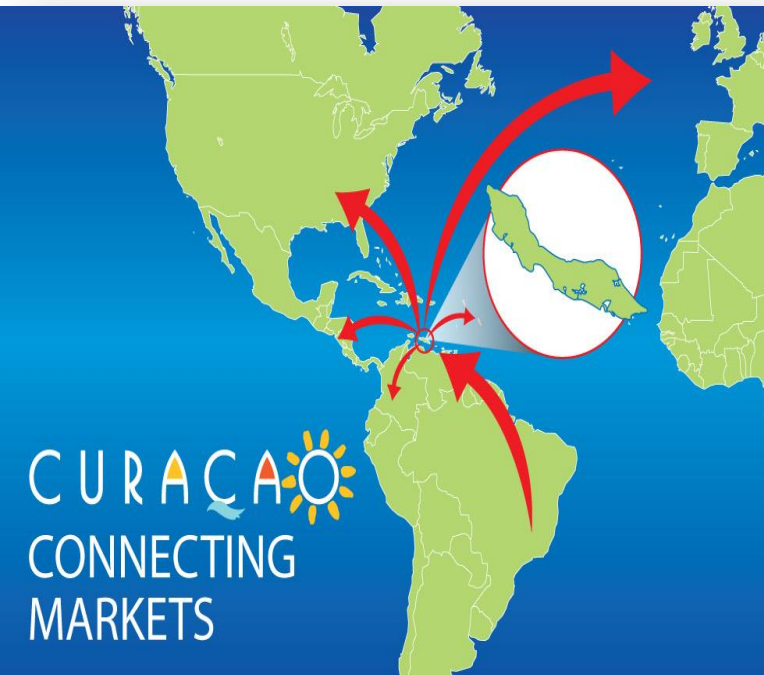
Feasibility study and attractive incentives are available .

Transportation & Logistics



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INVESTMENT PROMOTION
AGENCIES

Logistics Knowledge Center- Curaçao



The project: Establishment of a Logistics Knowledge Center

The center will serve to create logistic knowledge workers, conduct research and improve cross border logistics services.

Total investment required: US \$1 million

Type of investment required : Direct investment, contributing capital or joint venture.

Feasibility studies, start-up budget projections and an incentive package are available.

Terminal Gonaives – Haiti



The project: Establishment of a bulk petroleum storage facility

Facility would provide storage oil and petrochemicals servicing the heavy industry.

Total investment required: US \$10 million

Type of investment required: Equity Investments and or joint-venture partners

Pre-feasibility studies and an incentive package are available.

Services



Sports & Autocare

Baseball Campus Automotive Center – Curaçao



The project: Development of a sports and automotive complex

The sport center will host competitions and tournaments and cater to the need of players, talents, students, fans, spectators and visitors .

The automotive center will provide automotive services such as fuel, car rental/sales, car lease, repairs, insurance etc.



Total investment required: USD \$60 million

Type of investment required: Equity and or joint venture

Feasibility study and an incentive package are available.

International Business Park - Dominica



The project: Business park development

The Business Park will have the capacity to house a number of Information Technology related services and other commercial activities.

Total investment required: USD 18 million

Type of investment required: Equity and or joint venture

Feasibility study , design drawings and an incentive package are available.

Information Communications Technology

Barnett Tech Park – Jamaica



The project : Establishment of an Information Communication Technology (ICT) park

The ICT park is to be built in the main tourism district.

Type of investment required: Equity and or joint venture

An attractive incentive package is available.

Research & Development

Biopharmaceutical Lab – Dominican Republic



The project: Establishment of a biopharmaceutical facility

The facility will involve production, research, as well as capacity building/education.

Total investment required: USD \$25 million

Type of investment required: Joint venture or green field investment

An attractive incentive package is available.

Water Treatment

East Coast Sanitation Infrastructure – Dominican Republic



The Project : Establishment of a water treatment and generation plant

The project will be completed in phases and will cater to hotels and surrounding communities.

Total investment required: US \$200 - \$250 million

Type of investment required : Joint venture agreement with the resorts in the Punta Cana, Cap Cana and Bavaro areas, or a green field investment



An incentive package is available.

For More Information

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THANK YOU