SELECT BUSINESS DEVELOPMENT OPPORTUNITIES IN TRINIDAD & TOBAGO

TRINIDAD&TOBAGO | invesTT

TOP IPA IN LATAM & THE CARIBBEAN - 2020

Site selection magazine 2020 Awards

CONTENTS

InvesTT Your Partner In Business Facilitation

Operational
Approvals & Applications
Liaise with government agencies
Advocacy

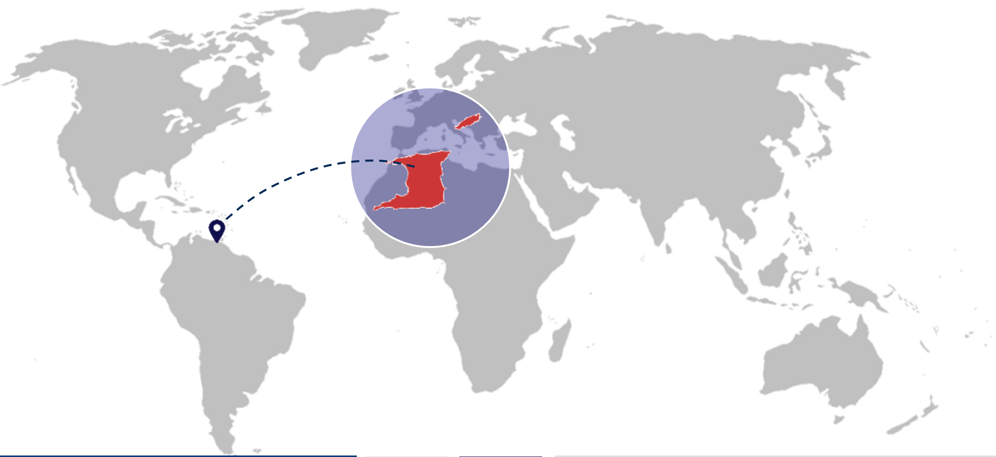
Pre-Investment
Secure investment interest
Site Visit, RFIs
Project incentives
Assist in finding property
Value chain advisory

Post Investment
Aftercare
Resolve bottlenecks
Create business linkages
Identify new opportunities
Expansion approvals

Trinidad and Tobago Overview

Country Facts

investTT
TRINIDAD AND TOBAGO



Population

1.4 MILLION

GDP (Nominal)

US$ 23 BILLION

(Central Bank of Trinidad & Tobago, 2018)

14 National Holidays

Exclusive of Carnival Monday & Tuesday

Capital
PORT-OF-SPAIN

Time Zone
GMT -4

Area
5,131 km²

Language
ENGLISH

Government Type
Unitary Parliamentary Constitutional Republic

Prime Minister
DR. THE HONOURABLE KEITH ROWLEY

President
HER EXCELLENCY PAULA-MAE WEEKES

Population Growth
0.03%

Labour Force
627,600
(Q2 2018)

Literacy Rate
98.8%

Currency
TTD

Exchange Rate US$
TT$ 6.7819

Headline Inflation
0.9% (Feb 2018)

Country Facts

Major Exports: Crude Oil, Liquefied Natural Gas, Asphalt, Petrochemicals(Methanol, Urea, Ammonia)

TRADE AGREEMENTS

- CARICOM Common Market
- CARICOM/ EU Economic Partnership Agreement
- CARICOM / Cuba
- CARICOM/Venezuela
- CARICOM/Colombia
- CARICOM/Costa Rica
- CARICOM/USA
- CARICOM/Dominican Republic
- Trinidad and Tobago/Panama *(Partial Scope Agreement)*

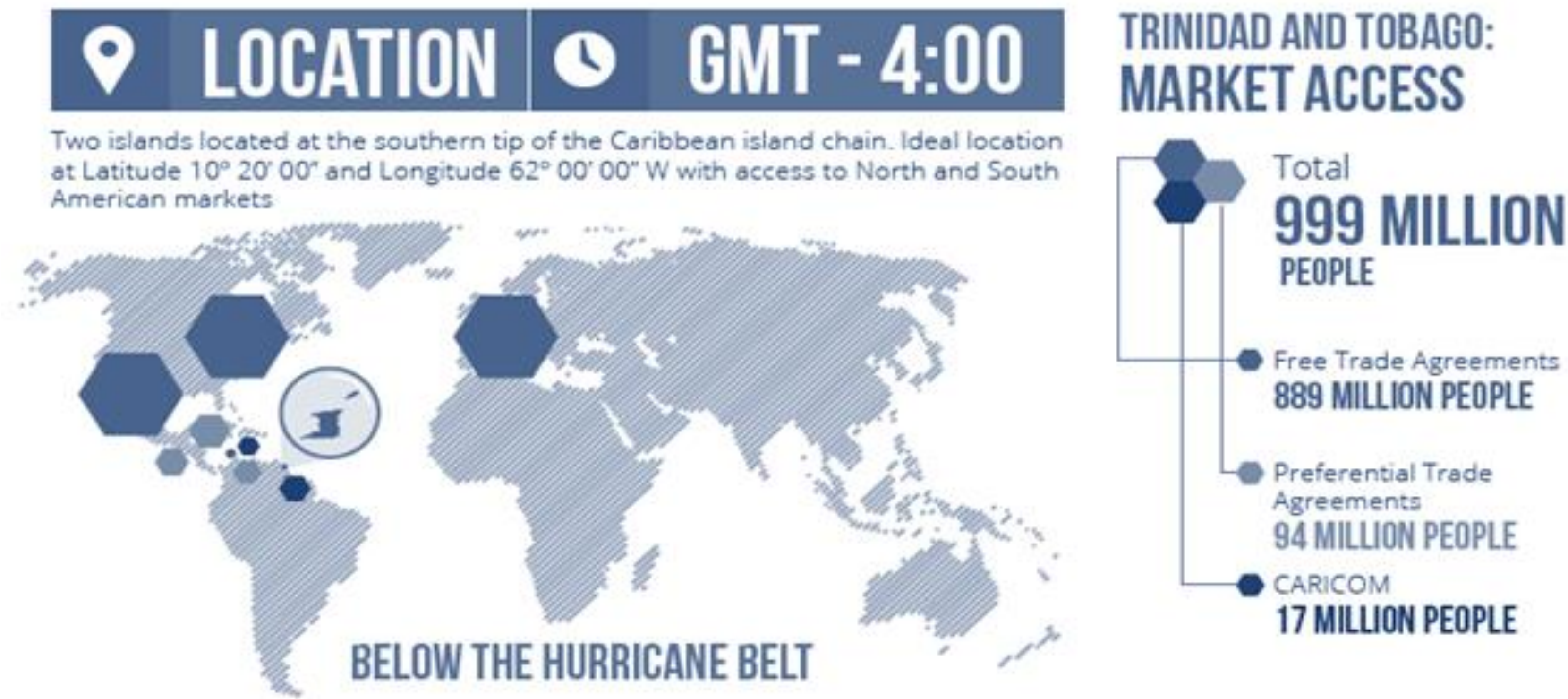
KEY SECTORS

OIL/ GAS

MANUFACTURING

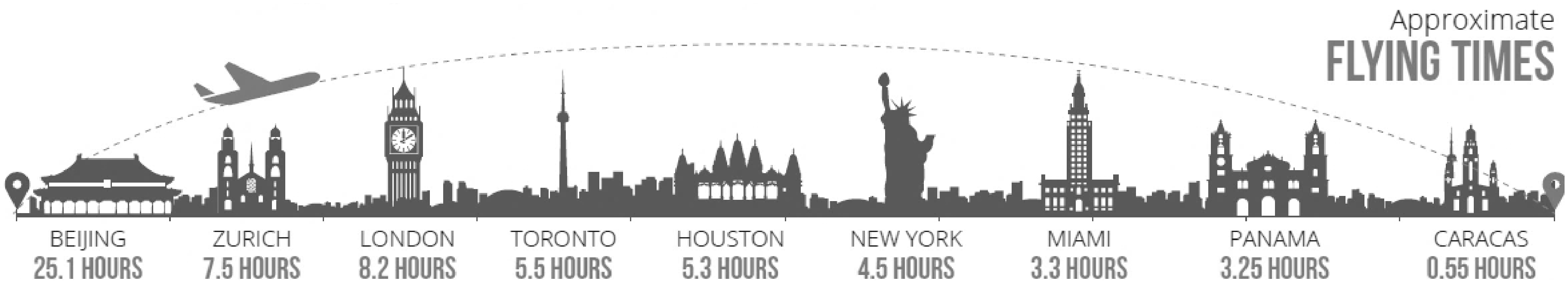
SERVICES

Market Access



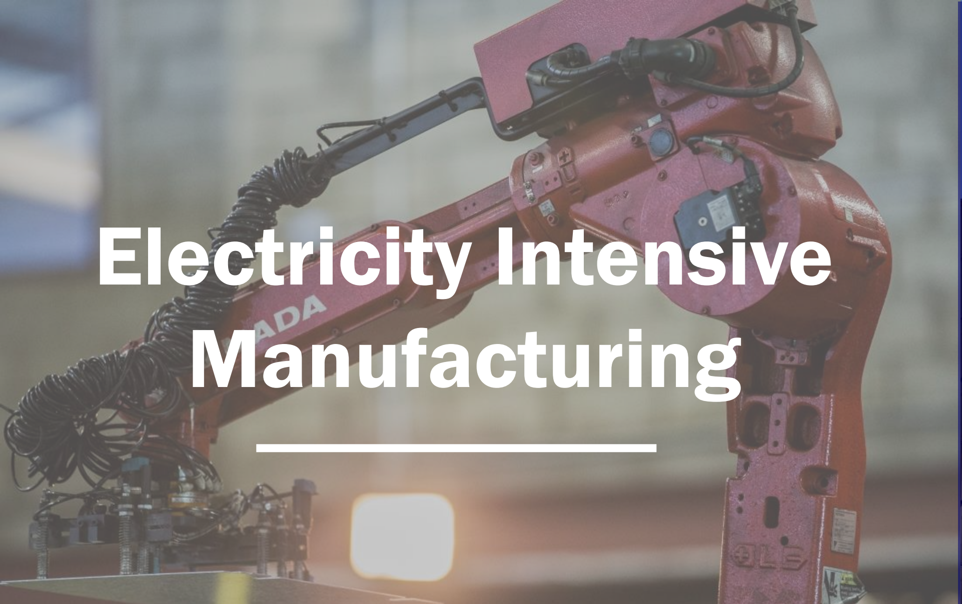
Air Travel

Trinidad and Tobago has direct flights from
Miami, Fort Lauderdale, New York, Newark, Houston, Toronto and Panama.



Trinidad and Tobago has two international airports.
The Piarco International Airport (Trinidad) and the A.N.R. Robinson International Airport (Tobago). There is also a regular air service, or air bridge, between Trinidad and Tobago.

Investment Opportunities



Electricity Intensive Manufacturing

Logistics

Offshore Transshipment

Voice Contact Centre

Electricity Intensive Manufacturing

investTT TRINIDAD AND TOBAGO

Definition

- Any industry that makes products using raw materials and/or energy intensive inputs.

Opportunities

- Food, Beverage & Tobacco Product Manufacturing.
- Pulp Manufacturing, Printing, and related support activities.
- Inorganic chemicals, organic chemicals (e.g., ethylene propylene), resins, and agricultural chemicals; includes chemical feedstocks

Why Trinidad & Tobago?

- Our electricity costs are the second cheapest in the western hemisphere (starting at US 0.03 c per KWH).
- With regional and international preferential access to over 1.2 billion people via trade agreements.
- Trinidad and Tobago is strategically located at the "heart" of the Americas and serves as a gateway to Latin America, the United States and Canada.

Comparative Cost of Utilities

Conversion Used: US$1.00 to TT$6.785

Comparative Costs of Utilities *(US$)*	Electricity *(kWh)*	Water *(Cubic Meter)*	Prepaid Mobile *(2015 Monthly)*	Fixed Broadband *(2015 Monthly)*
Trinidad and Tobago	**0.07**	**0.56**	**16.50**	**12.50**
Barbados	0.25	3.89	28.10	38.80
Jamaica	0.23	1.42	8.50	29.00
El Salvador	0.16	4.58	13.80	24.90
Honduras	0.21	4.86	14.10	22.00
Costa Rica	0.15	2.75	3.90	14.70
Mexico	0.07	1.47	8.10	17.30
Panama	0.21	0.34	12.60	16.60
Guatemala	0.12	0.75	27.40	32.50
Colombia	0.14	1.13	13.30	35.20
Brazil	0.15	2.50	11.90	31.20
Dominican Republic	0.21	0.98	14.00	19.00
Guyana	0.29	0.03	13.10	46.80
Honduras	0.21	4.86	27.00	34.40
Source	World Bank Doing Business 2018	fDi Intelligence	2017 The Little Data Book on Information and Communication Technology	2017 The Little Data Book on Information and Communication Technology

Logistics

Definition

- A logistics hub is a centre or specific area designated to deal with activities related to transportation, organization, separation, coordination and distribution of goods for national and international transit, on a commercial basis by various operators.

Opportunities

- The setup of a third party logistics hub which will provide integrated logistical solutions to a local and regional market.
- Domestic market potential.

Why Trinidad & Tobago?

- With regional and international preferential access to over 1.2 billion people via trade agreements.
- Trinidad and Tobago is strategically located at the “heart” of the Americas and serves as a gateway to Latin America, the United States and Canada.
- Developed Port Infrastructure and 2nd most developed road network in the Caribbean.

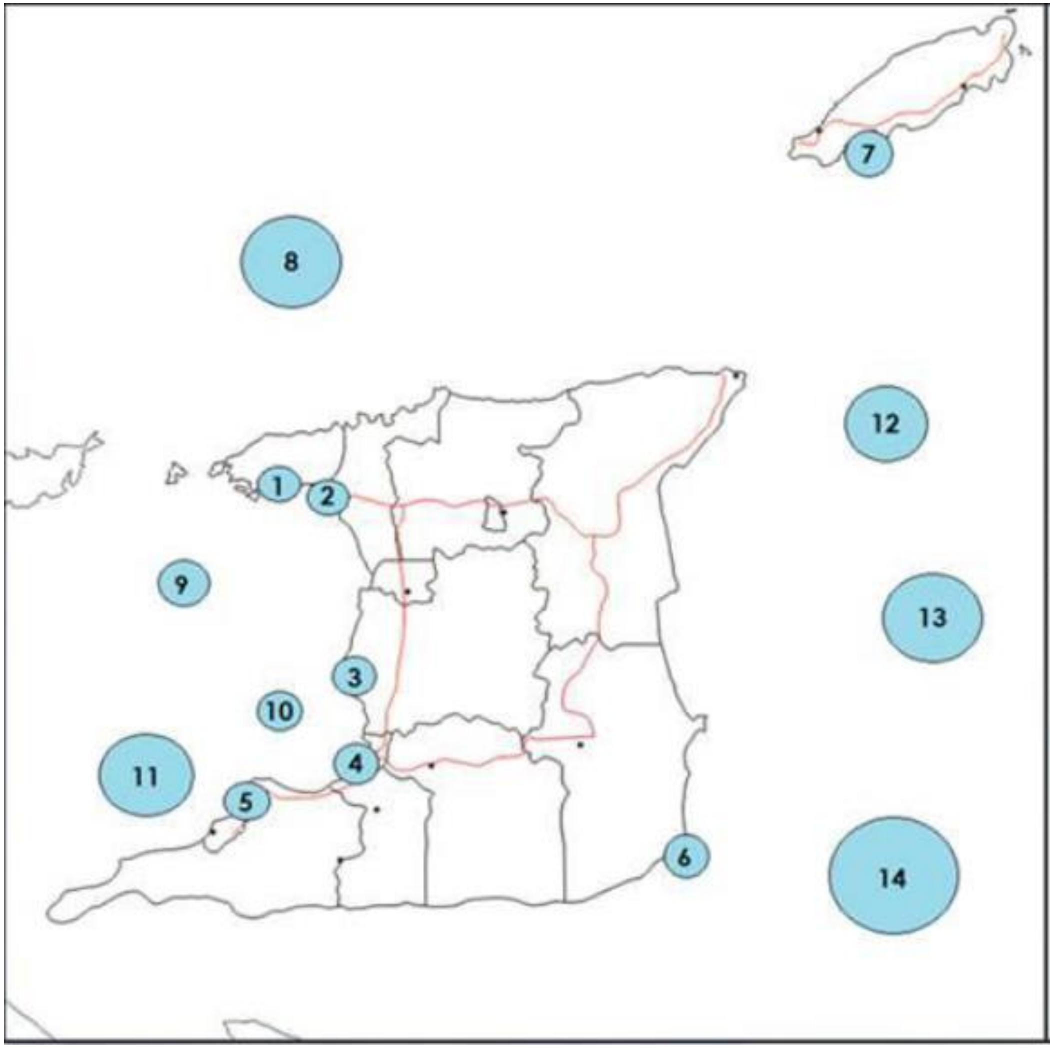
The Port of Port of Spain

A natural harbour on the sheltered north western coast of Trinidad, the Port of Port of Spain is ideally positioned to service the major sea lanes between the Americas, the islands of the Caribbean and the trading links between the Atlantic and Pacific Oceans via the Panama Canal. The Port of Port of Spain (PPOS) is the cargo handling business unit of the Port Authority of Trinidad and Tobago. PPOS provides berthing for international container vessels, breakbulk, roll-on/ roll-off, dry and liquid/bulk cargo vessels, as well as towage services, container freight services and warehousing, and a one stop barrel shop for clearance and delivery of personal effects.

Port Point Lisas

Port Point Lisas is located in the Gulf of Paria halfway down the west coast of Trinidad, 32 km south of Port of Spain. Trinidad lies about 20 km north of Venezuela. Its location between North and South America allows easy convenient connections to all major shipping routes. With its strategic location, the port is often referred to as the "Gateways to the Americas" catering for containerized cargo from the U.S., Europe, United Kingdom and the Far East. Port Point Lisas is a multipurpose cargo facility operating on a 24/7 basis. With its six commercial berths (Nos. 1, 1A, 2, 3, 4 and 5) the port handles a wide range of traffic including dry and liquid bulks, containers, general cargo and break bulk servicing both the individual and business sectors alike. The port also has expertise in handling project cargo, mainly for new plants on the adjacent industrial estate.

Maritime Landscape



KEY

1 Chaguaramas Maritime Cluster
2 Port of Spain Port and Ferry
3 Pt. Lisas Port
4 San Fernando Ferry
5 Brighton & Pt. Fortin Ports
6 Galeota Port
7 Scarborough Port and Ferry
8 Hibiscus Gas Field
9 Transocean Layups
10 Oldendorff Trans-shipment Port
11 Southern Oil Field
12 Angostura Gas Field
13 East Manzanilla Gas Field
14 East Galeota Gas Field

Offshore Transhipment

Definition

- The set up of a ship to ship transfer operation within a pre-designated location within the Gulf of Paria, Trinidad and Tobago.

Opportunity

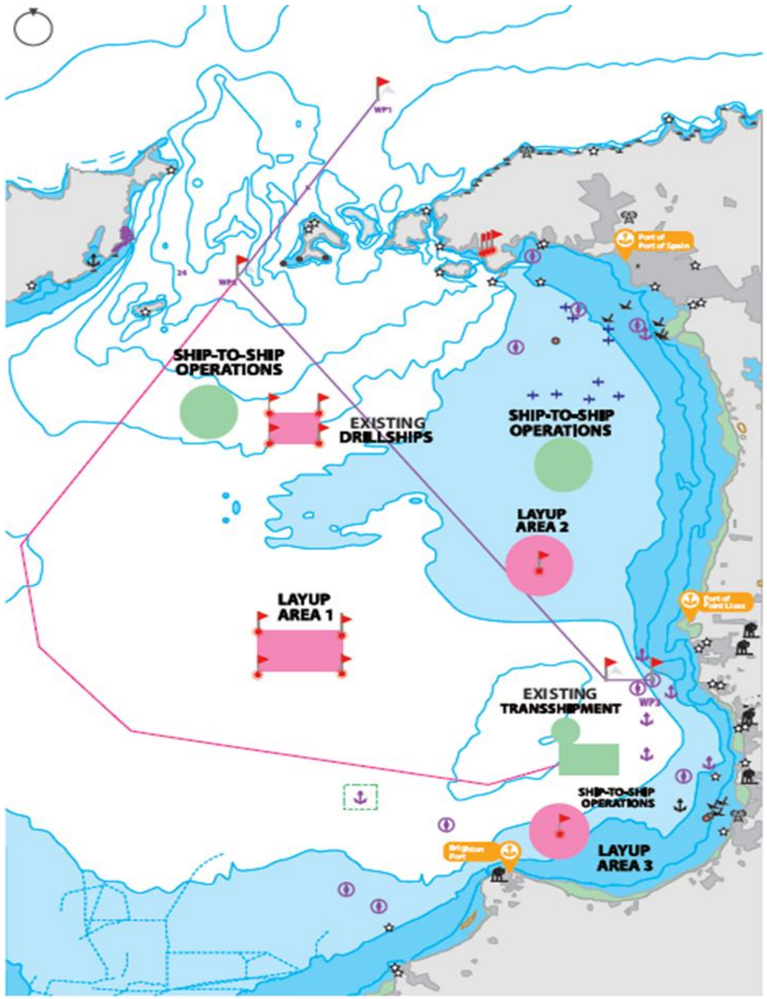
- Companies who are engaged in the commodities industry in South America are experiencing significant issues getting ores and other minerals to destination markets.
- This is primarily due to insufficient and aging port infrastructure and fluctuating river drafts that makes it almost impossible to load large vessels in those areas.

Why Trinidad & Tobago?

- Proximity to source markets.
- Large naturally sheltered deep harbour.
- Developed maritime infrastructure as well as industry support mechanisms.

Approved Zones & Fee Structure

investT TRINIDAD AND TOBAGO



Key: Pink: Lay-up Green: Transshipment

Fee Structure for Transshipment Operations

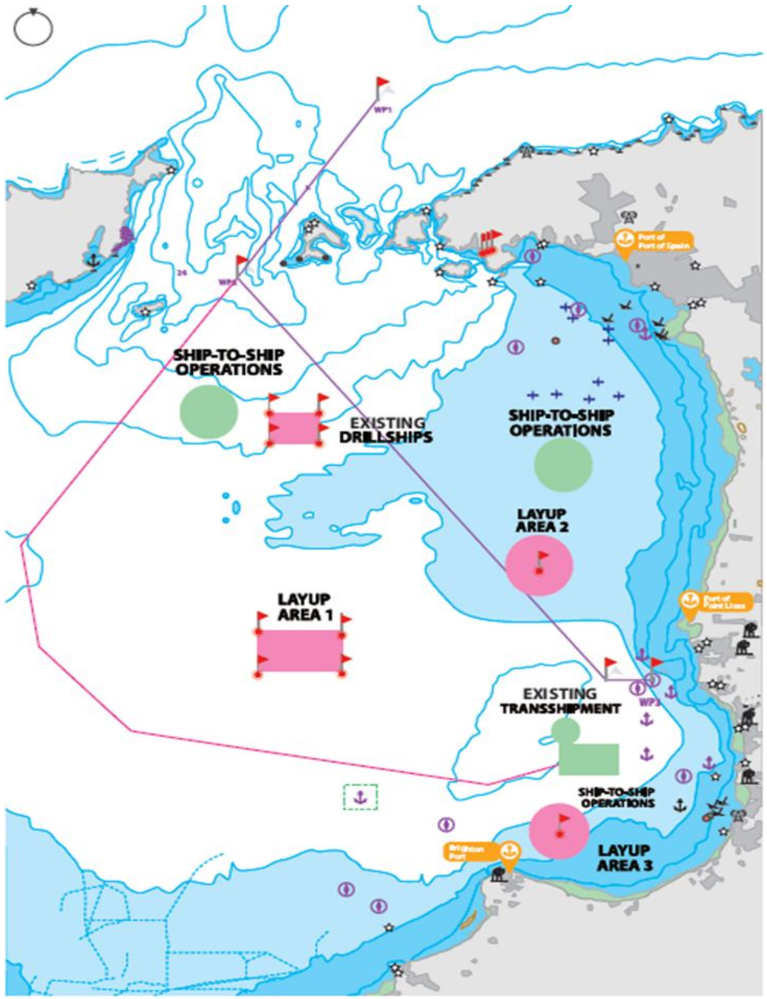
The discharging ship will be charged a flat fee of US $500.00 Dollars for each STS operation while a fee of US $0.10 (US Ten cents) per metric ton will be levied on all outgoing Bills of Lading (associated with the vessel named on the outgoing Bill of Lading).

Rates as of January, 2019 (Subject to change).

Ship Layup

Definition	Opportunity	Why Trinidad & Tobago?
• Ships, which are temporarily idle due to lack of cargo or which are temporarily phased out of commercial operations. • Ships are laid-up when freight rates are not sufficient to cover the running costs. • During times of economical crisis laying-up is often preferred to the sale of the ship.	• Cold lay-up: Suitable for vessels up to five (5) years out of service. • Warm Lay up: Suitable for vessels up to twelve (12) months out of service.	• Large naturally sheltered deep harbour • Hurricane safety record • Developed maritime infrastructure • Industry support mechanisms

Approved Zones & Fee Structure



Key: Pink: Lay-up Green: Transshipment

Fee Structure for Layups

Lay-Up fees are calculated based on the gross tonnage of the vessel at a rate of 0.021 US Dollars per Gross Ton per day or a minimum of US $400.00 dollars per day, whichever is greater.

Rates as of January, 2019 (Subject to change).

Voice Contact Centre

Definition

- A contact centre is a central point from which all customer interactions are managed across various channels.
- Its primary purpose is to provide customers with efficient and effective technical support, customer service and sales assistance.

Opportunity

- The setup of a 200-300 seat English Voice customer service and technical support operation to service existing clientele in the North American market.

Why Trinidad & Tobago?

- Unsaturated labour pool readily available for hire and wages are comparable to other nearshore destinations at approximately US$550 per month.
- Developed telecommunications infrastructure.
- Cultural affinity to the United States.
- Multiple international flights.

Agent Wages: 2018 Online Labour Study

InvesTT commissioned an Online Labour Market Study (May 24th, 2018)

This was done in order to refresh data from previous studies completed by Avasant Advisory Services in 2012 and PricewaterhouseCoopers Advisory Services in 2015.

Participants:	1,322
Currently Unemployed:	45.82%
Transport:	61% (Public Transport)
Minimum Education:	57.35% (High School)
Computer Skills:	87.9% rated themselves as good/excellent
Customer Service Rep:	**US$500.00 to US$750.00** (depending on experience)

Investment/ Business Landscape

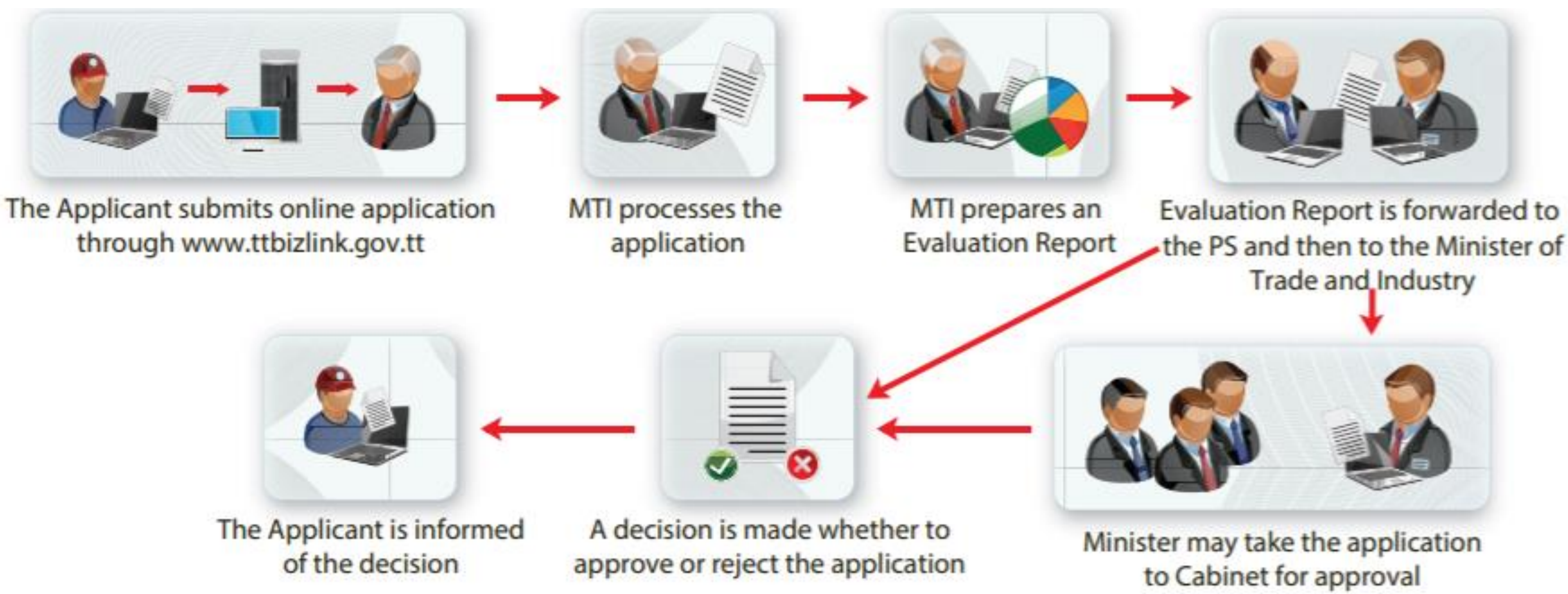
Incentives

Fiscal Incentives Act

Enables companies resident in Trinidad and Tobago to apply to the Minister of Trade and Industry (MTI) for the grant of approved enterprise status for its products and/or services.

- Exemption from Customs duties;
- Exemption from Value Added Tax (VAT);
- Exemption from income tax on dividends or other distribution, other than interest, out of profits or gains derived from the manufacture of the approved product during the tax holiday period.

Fiscal Incentive Application Process



Special Economic Zone

Modernizing the current Free Zone regime into a new Special Economic Zones framework:

- To modernize Trinidad and Tobago's economic/free zone regime
- To increase the economic and social impact of economic zones in Trinidad and Tobago
- To enhance the international appeal of Trinidad and Tobago's economic zone regime
- To improve existing and advance new mechanisms and procedures to effectively develop and manage economic zones

invesTT
TRINIDAD AND TOBAGO

Contact one of our officers to discuss your investment project:

craig.watkins@investt.co.tt

jeniece.scoon@investt.co.tt

quincy.flores@investt.co.tt

florence.ghany@investt.co.tt