

# Trinidad and Tobago Virtual Investment Forum

A Shortlist Location for Business Investment  
in the LatAm/Caribbean Region







# Investment Opportunities In Trinidad & Tobago

# Overview



- InvesTT
- Trinidad & Tobago Overview
- Investment Opportunity Snapshots
  - Electricity Intensive Manufacturing, Logistics, Maritime Services, BPO
- Industrial Real Estate Opportunities
  - Phoenix Park Industrial Estate, Tamana InTech Park, Moruga Agro-processing & Light Manufacturing Park
- Tourism Opportunities
- Contact Us



# InvesTT Is Your Facilitation Partner



## PRE-INVESTMENT

Secure investment interest,  
Site Visits, RFIs, Project  
incentives, Assist in finding  
property, Value chain  
advisory



## OPERATIONAL

Approvals & Applications,  
Liaise with government  
agencies, Policy advocacy



## POST INVESTMENT

Aftercare, Resolve  
bottlenecks, Create business  
linkages, Identify new  
opportunities, Expansion  
approvals



# Overview of Trinidad & Tobago

The Republic of Trinidad and Tobago is the southernmost country in the Caribbean archipelago and is known for its reserves of petroleum and natural gas. It is a robust, welcoming foreign investment destination that boasts economic stability, prime regional positioning, investor-friendly climate and policies, an efficient financial system and healthy economic indicators. It is considered a cosmopolitan hub and vibrant destination, full of artistic culture, diversity and rich historical roots.



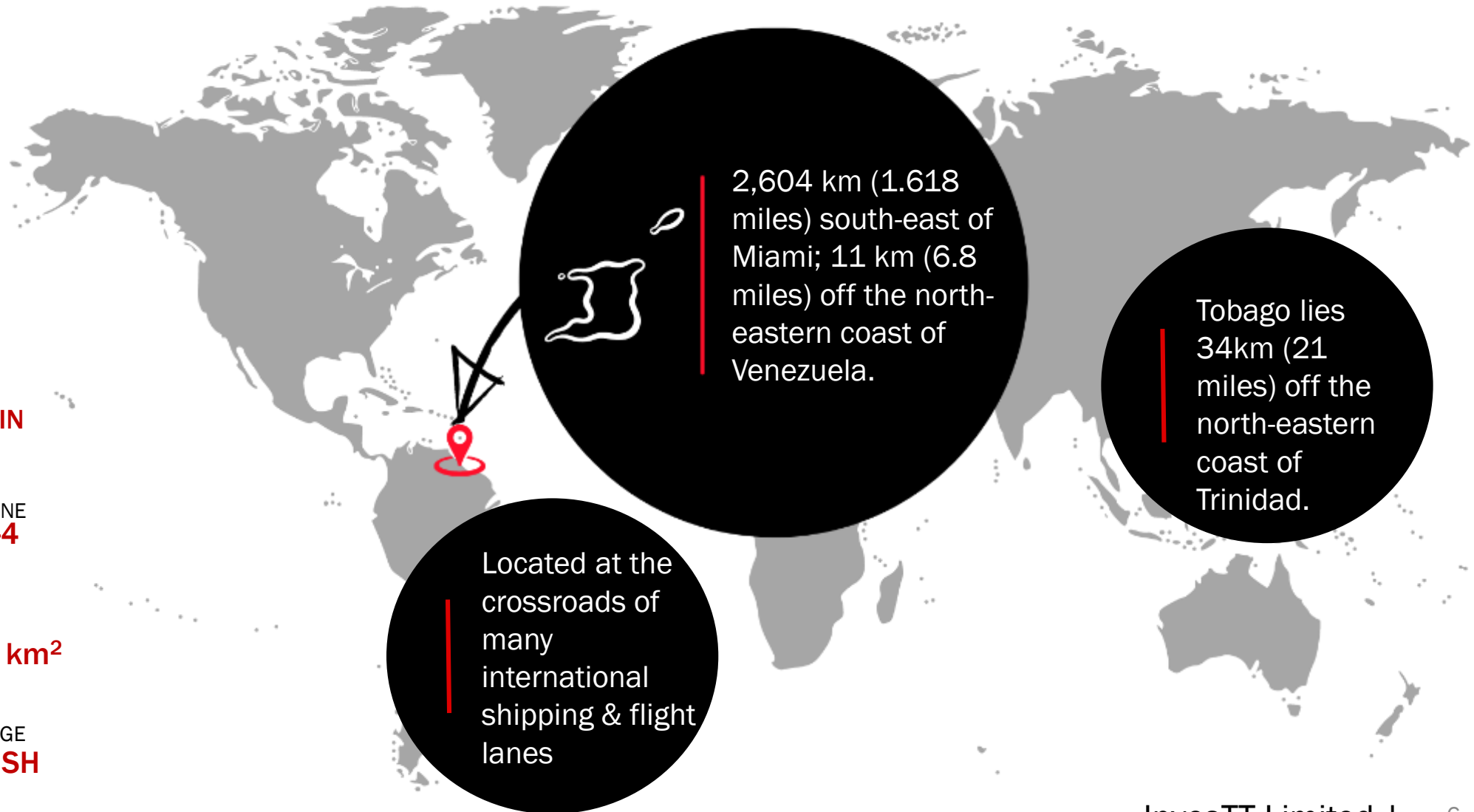
# Geographical Location

 CAPITAL  
**PORT-OF-SPAIN**

 TIME ZONE  
**GMT -4**

 AREA  
**5,131 km<sup>2</sup>**

 LANGUAGE  
**ENGLISH**





# Country Profile



Population  
**1.4 MILLION**

POPULATION  
GROWTH **0.2%**  
(2020)

LABOUR  
FORCE **615,100**  
(Central Bank of Trinidad and Tobago,  
Dec 2019)

LITERACY  
RATE **98.8%**



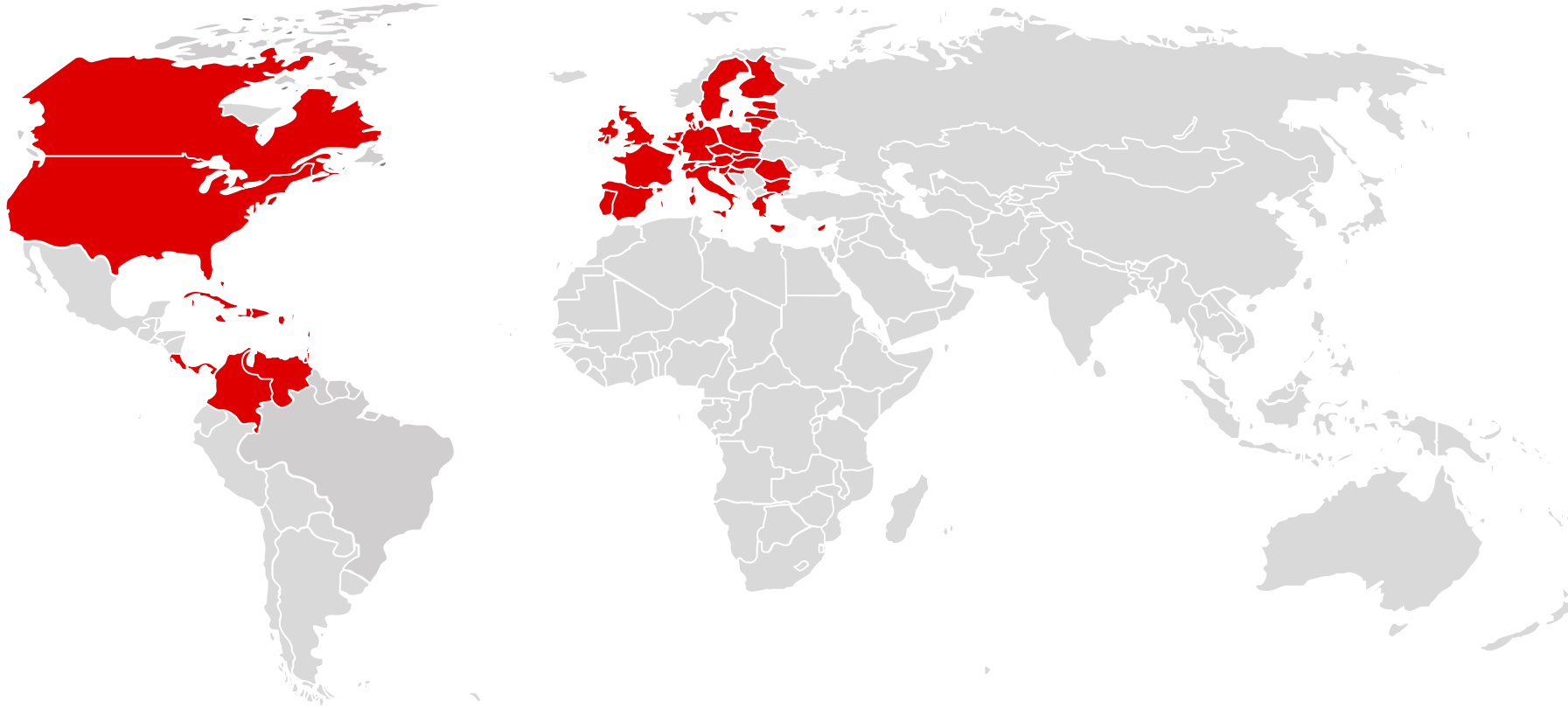
GDP (Current Prices)  
**USD\$ 21.53 BILLION**  
(World Bank 2020,  
Current Prices)

CURRENCY **TTD**

EXCHANGE  
RATE US\$ **TT\$ 6.7633**

HEADLINE  
INFLATION **1.1%**  
(Central Bank of Trinidad and Tobago,  
April 2021)

# Market Reach – 997 Million



## TRADE AGREEMENTS

- CARICOM Common Market
- CARICOM/ EU Economic Partnership Agreement
- CARICOM / Cuba
- CARICOM/Venezuela
- CARICOM/Colombia
- CARICOM/Costa Rica
- Caribbean Basin Initiative
- CARICOM/Dominican Republic
- Trinidad and Tobago/Panama (Partial Scope Agreement)
- CaribCAN (Caribbean Canada)
- UK Cariforum Economic Partnership Agreement

### KEY SECTORS



OIL/ GAS

### MANUFACTURING



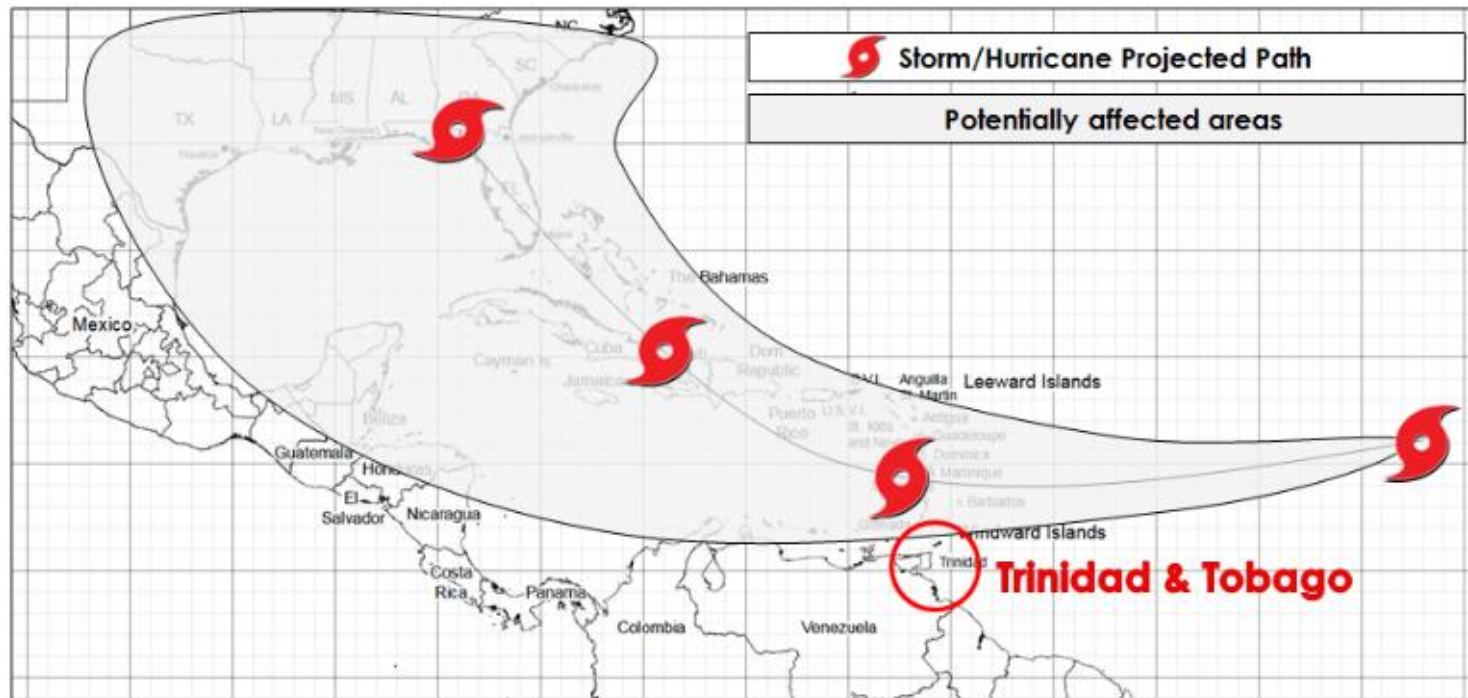
SERVICES

### LARGEST EXPORTS BY VALUE (2020):

Natural Gas, Methanol, Ammonia, Petroleum Oils and Ferrous Products



# Hurricane Safety



Most named storms and hurricanes progress north of the islands of Trinidad and Tobago which lie just within the southern fringes of the Atlantic Hurricane Belt. As a result there is a lower risk for these type of events than on neighbouring islands. Resident businesses therefore benefit from greater costs savings and fewer operational disruptions.

Over the last century only 3 hurricanes have affected Trinidad and/or Tobago.

# Top Reasons To Invest In T&T

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Over 450 global companies have chosen Trinidad and Tobago for new investment or expansion.



**IDEAL LOCATION**



**LOW BUSINESS COSTS**



**HIGHLY SKILLED TALENT POOL**



**WIDE RANGING MARKET ACCESS**



**WORLD CLASS INFRASTRUCTURE**



**ATTRACTIVE INCENTIVES**





# Investment Opportunity Snapshots



VOICE CONTACT  
CENTRE



SHIP LAYUP/ OFFSHORE  
TRANSSHIPMENT



LOGISTICS



ELECTRICITY INTENSIVE  
MANUFACTURING

A red robotic arm, likely an AMADA brand, is shown in a factory environment. The arm is positioned diagonally across the frame, with its end effector (a welding torch or similar tool) pointing towards the bottom left. The background is blurred, showing industrial equipment and a bright light source. The text 'AMADA' is visible on the side of the arm's main body.

# Electricity Intensive Manufacturing

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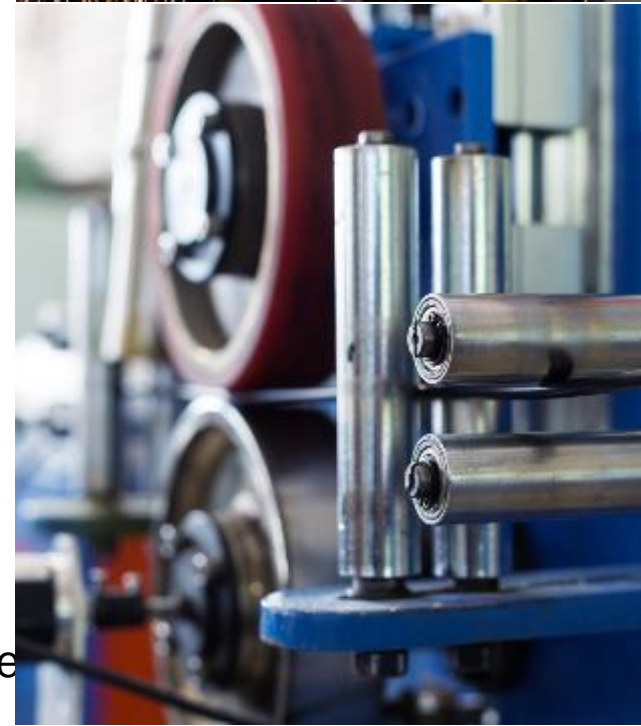
Opportunities exist for manufacturing companies whose operations require ready accessibility to **AN ABUNDANT AND DEPENDABLE SUPPLY OF LOW COST ENERGY.**

- 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 feedstock.



# Why **T&T** For Electricity Intensive Manufacturing

- **LOW COST** of utilities.
- Access to **INTERNATIONAL MARKETS**.
- **STRATEGIC LOCATION** - a gateway to Latin America, the United States and Canada.
- A specialized highly **EDUCATED WORKFORCE**.



# Comparative Regional Costs of Utilities

Comparative Costs of Utilities (US\$)	Electricity (kWh)	Water (Cubic Meter)	Prepaid Mobile (2019 Monthly)	Fixed Broadband (2019 Monthly)
<b>TRINIDAD AND TOBAGO</b>	<b>0.05</b>	<b>0.46</b>	<b>14.70</b>	<b>20.97</b>
Barbados	0.20	3.09	26.61	42.50
Jamaica	0.24	2.60	4.42	26.67
El Salvador	0.14	0.08	11.10	25.00
Honduras	0.18	0.97	15.85	34.00
Costa Rica	0.20	2.06	5.00	17.16
Mexico	0.16	0.31-3.49	3.98	18.14
Panama	0.19	0.33	8.40	31.95
Guatemala	0.16	0.60	26.86	23.81
Colombia	0.15	0.51-0.88	7.13	21.62
Brazil	0.12	1.76-3.87	13.68	10.92
Dominican Republic	0.14	1.56	12.41	19.69
Guyana	0.27	0.31	12.64	31.77
<b>Source</b>	Source: <a href="http://www.globalpetrolprices.com">www.globalpetrolprices.com</a> 2020	<a href="http://gisbarbados.gov.bb/blog/new-water-tariffs/">gisbarbados.gov.bb/blog/new-water-tariffs/</a> ; <a href="http://tariffs.ib-net.org/">tariffs.ib-net.org/</a> ; <a href="http://www.anda.gob.sv">www.anda.gob.sv</a>	International Telecommunications Union: <a href="http://www.itu.int/net4/ITU-D/ipb/">www.itu.int/net4/ITU-D/ipb/</a>	International Telecommunications Union: <a href="http://www.itu.int/net4/ITU-D/ipb/">https://www.itu.int/net4/ITU-D/ipb/</a>





# Logistics

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Opportunities exist for the establishment of **BONDED WAREHOUSES** and **THIRD PARTY LOGISTICS HUB** to provide integrated logistical solutions to local and regional markets.



# Why **T&T** For Logistics Hub

- Access to **INTERNATIONAL MARKETS**.
- **STRATEGIC LOCATION** - a gateway to Latin America, the United States and Canada.
- Developed **PORT INFRASTRUCTURE**.
- 2nd most **DEVELOPED ROAD NETWORK** in the Caribbean.
- **PROXIMITY TO PORT** at Phoenix Park.







# Maritime – Ship Layup

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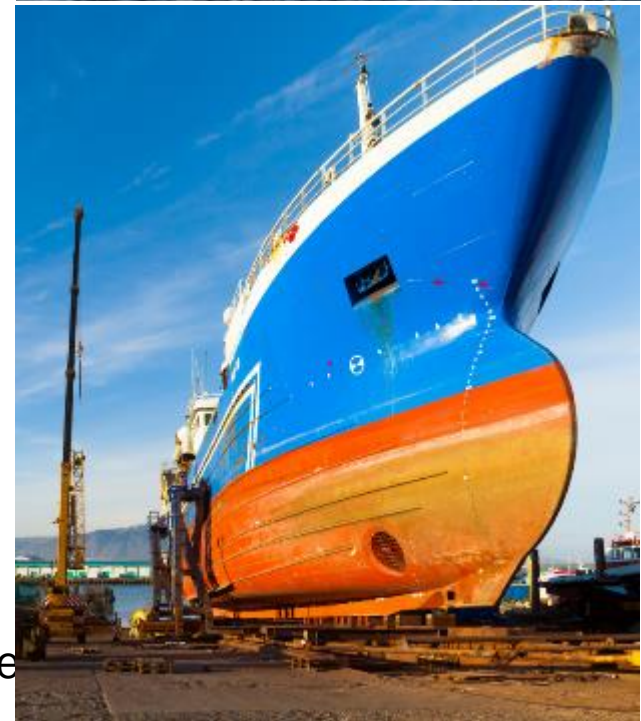
Trinidad and Tobago is among the world's top destinations for ship storage and layups.

- **Cold Layup** opportunities exist for vessels up to five (5) years out of service.
- **Warm Layup** opportunities exist for vessels up to twelve (12) months out of service.



# Why T&T For Ship Layup

- Large **NATURALLY SHELTERED** deep and calm **HARBOUR**.
- **HURRICANE SAFETY RECORD**. T&T's has the lowest downtime impact of the hurricane season in the Caribbean.
- Developed maritime infrastructure as well as **INDUSTRY SUPPORT MECHANISMS**.
- **ECONOMICALLY VIABLE** solution (*Example: Transocean*)







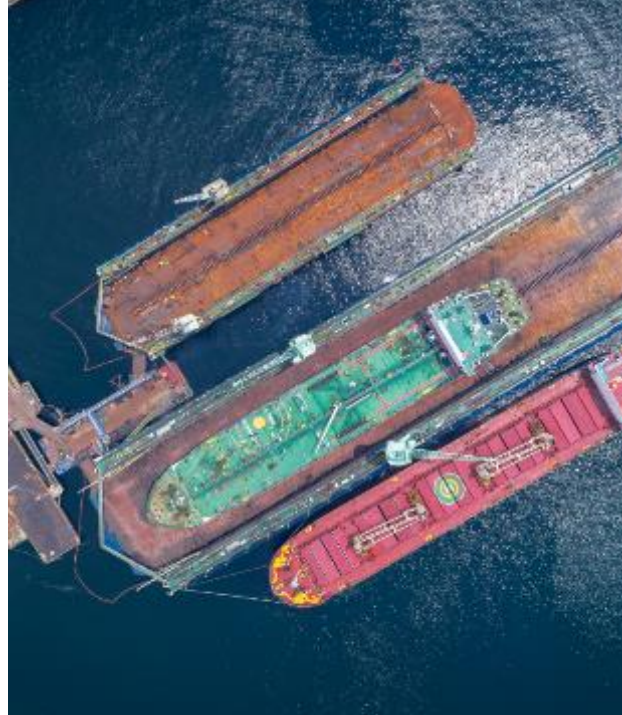
# Maritime – Offshore Transshipment

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

# Why **T&T** For Offshore Transshipment

- Large **NATURALLY SHELTERED** deep and calm **HARBOUR**.
- **DEVELOPED MARITIME INFRASTRUCTURE** as well as industry support mechanisms.
- **HURRICANE SAFETY RECORD**. T&T has the lowest downtime impact of the hurricane season in the Caribbean.
- A specialised workforce – well **ESTABLISHED MARITIME SERVICE PROVIDERS** and technical level training options.







# Business Process Outsourcing

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Multiple opportunities exist to establish English driven Voice customer service and technical support operations to service existing clientele in the North American market.

# Why **T&T** For BPO

- **LOWER OPERATIONAL COSTS** compared to Jamaica, Colombia, Guatemala and Costa Rica (utilities and labour).
- An **UNSATURATED & TALENTED LABOUR POOL** with comparable wages to other nearshore destinations.
- Advanced digital infrastructure allows for **EASY TRANSITION TO Work-From-Home MODEL**.
- **CULTURAL AFFINITY** to the United States.
- **ENGLISH LANGUAGE FLUENCY** and neutral accent.
- **98.8% LITERACY RATE** and developed education system.





# Advanced Digital Capacity

## Trinidad and Tobago – Jan 2021

ESSENTIAL HEADLINES FOR MOBILE INTERNET, AND SOCIAL MEDIA USE.





# Industrial Real Estate Opportunities

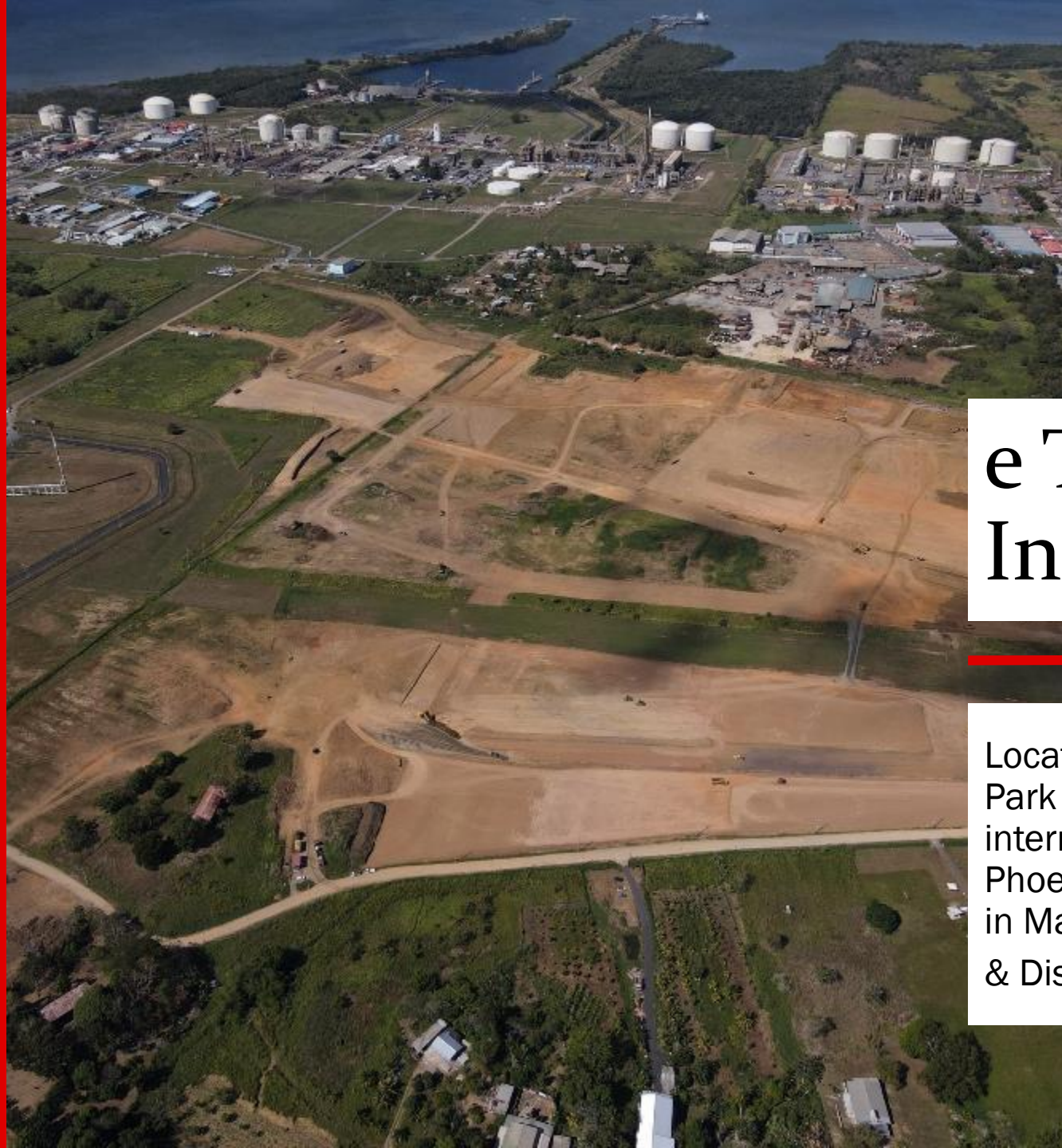


BUILT SPACES



LAND LOTS





# e TecK's Phoenix Park Industrial Estate

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Located on 144 acres of land in Central Trinidad. The Park is 10 minutes away from the nearest international shipping port, the Port of Point Lisas, Phoenix Park is ideally suited for businesses operating in Manufacturing & Assembly, Logistics & Distribution and ICT industries.

# Park Features



**2**   
**LEASABLE LOTS**  
for Commercial  
Activity

**76**   
**LAND LOTS**  
for Light  
Industrial Activity

**5**   
**FACTORY SHELLS**  
50,000 sq. ft.  
per shell

- 5G networked
- Asphaltic concrete road network
- Underground electrical and telecommunication infrastructure leading to each of the lots
- Natural gas supply (to approximately 41 lots)
- LED street lights
- Boundary high security fencing, a security surveillance system and controlled primary and security entry/exit



# Site Map & Lease Rates - PPIE



Phoenix Park Industrial Estate

## FACTORY SHELLS First Mover Introductory Rates

Year 1 - Rent **FREE**

Year 2 - **US\$0.50** per sq.ft, per month (TT\$3.37)

Years 3 & 4 - **US\$0.58** per sq.ft, per month (TT\$3.91)

Year 5 - **US\$0.63** per sq.ft, per month (TT\$4.25)

Year 6 - **US\$0.65** per sq.ft, per month (TT\$4.38)

## LAND LOTS

**US\$15,800** per acre per annum (TT\$106,492)

Additional Value added Tax and Common  
Maintenance charges will apply.



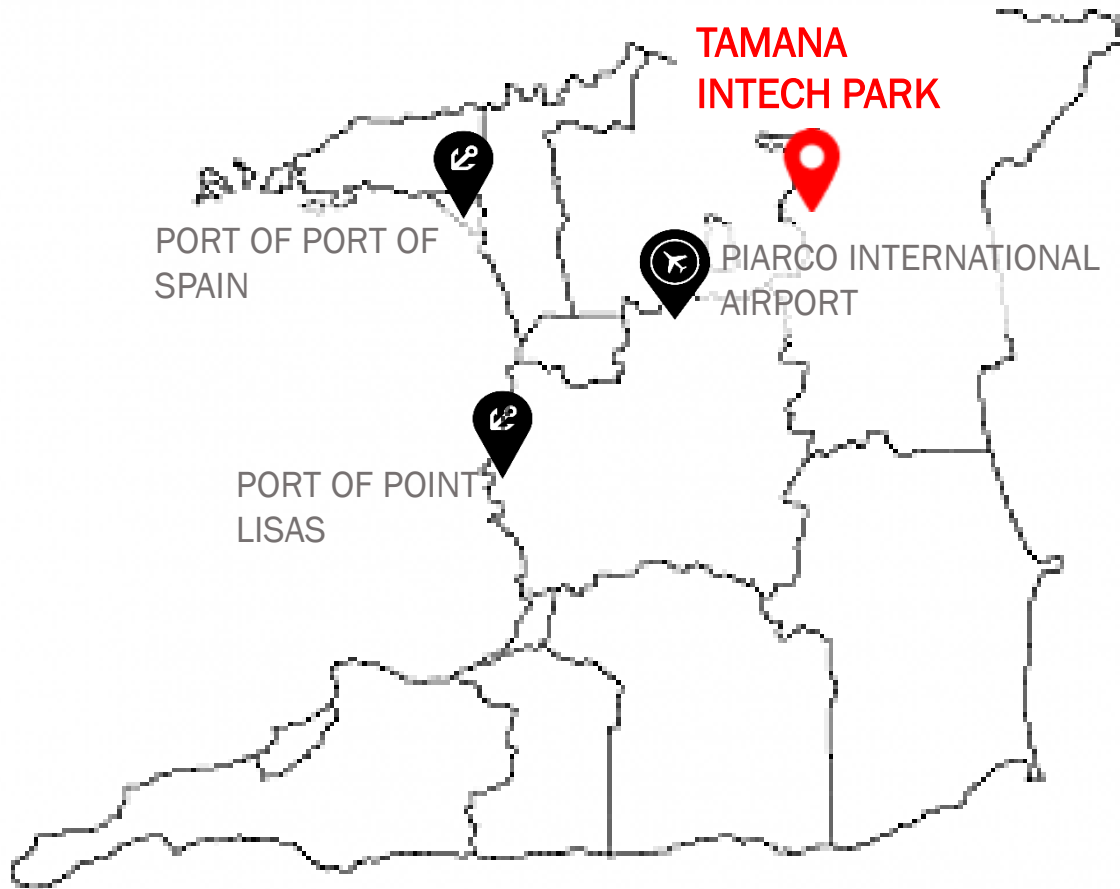
# e TecK's Tamana Intech Park

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Tamana InTech Park offers leasable space for the set-up or expansion of businesses in the industries of Information Communications Technology (ICT), Software Development, Business Process Outsourcing, Animation, Data Processing, Manufacturing and Financial Services.



# Park Features



**11 LAND LOTS**

Ranging in sizes up to 83,785 sq. m.

**FLAGSHIP OFFICE COMPLEX**



1,208 sq. m. of available floor space

## **COST SAVINGS:**

Below market rates | Reduced setup costs and time

## **SECURITY**

24 hours Park security | Controlled entry and exit points

## **ZERO DOWNTIME**

Dedicated onsite power sub-station | Natural gas supply | Full power backup

## **PRODUCTIVITY AND GROWTH**

Allows for business expansion or consolidation goals | Access to specialized resources | Positive work environment

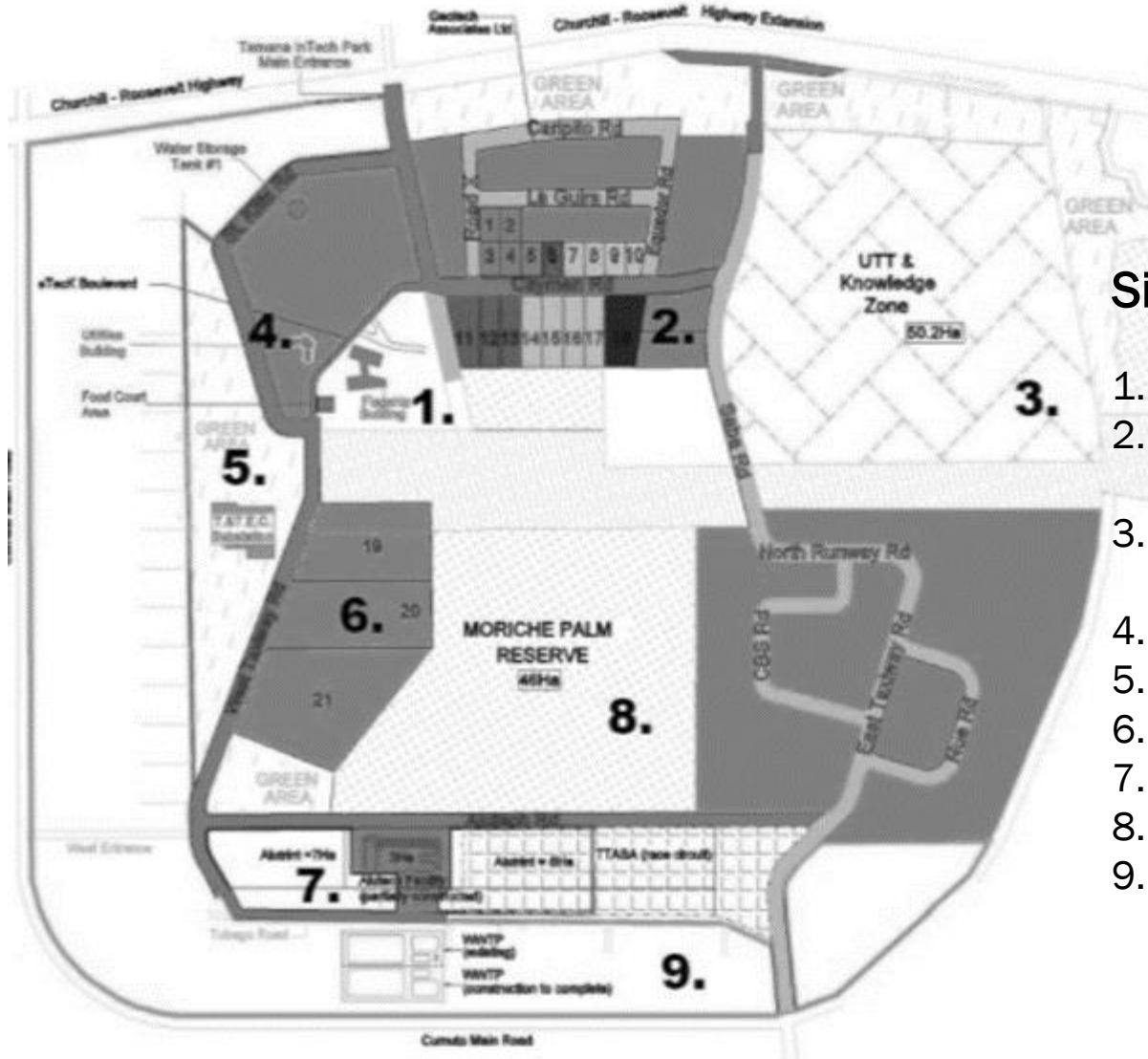
## **STRATEGIC LOCATION**

A secure, non-metropolitan area to set-up operations away from city congestion | Conveniently located only 10 minutes from the Piarco International Airport | Approximately 45km from the capital city of Port of Spain

## **READY ACCESS TO SKILLED RESOURCES**

Ready access to skilled graduates from UTT's onsite campus | Research and development linkages

# Site Map & Lease Rates - Tamana



## Site Map Key

1. Flagship Office Complex
2. Land Lots (Cayman Road)
3. University of Trinidad & Tobago
4. Utilities Building
5. Electrical Sub-station
6. Land Lots (West Taxiway)
7. Alutech Structure
8. Moriche Palm Reserve
9. Wastewater Treatment

## FLAGSHIP OFFICE SPACE

**US\$12.66** per sq. m. monthly

Monthly central area maintenance fee – **US\$3.16** per sq. m.

## LAND LOTS

**US\$3.25** per sq. m. monthly

Annual provisional charge – **US\$0.45** per sq. m.

Early tenants receive **a discounted rate of US\$3.00** per sq. m.

Premium for each land lot  
**TT\$17,300** per acre.





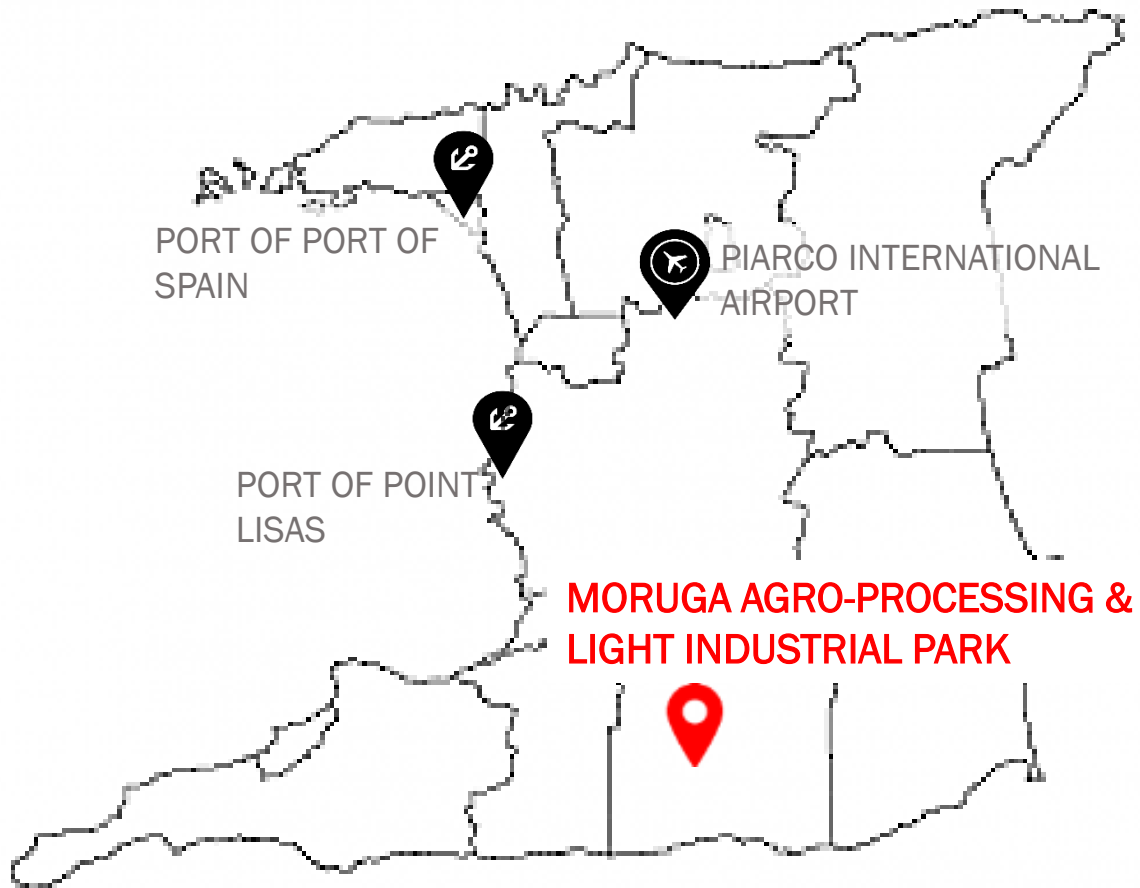
Mora Road

Teak Crescent

# e TecK's Moruga Agro-processing & Light Manufacturing Park

The e TecK Moruga Agro-processing & Light Manufacturing Park comprise 18.83 acres of state land, developed to facilitate the processing of agricultural products and supporting industrial activity.

# Park Features - Moruga



**LAND LOTS**  
Ranging in sizes  
up to  
10,366 m<sup>2</sup>



**FACTORY SHELLS**  
Factory shells may be  
shared by more than one  
tenant.

## **ACCESSIBILITY**

All lots are accessible via an established road network

## **UTILITIES**

Factory shells are outfitted with all major utilities, offices and washrooms facilities.

## **INFRASTRUCTURE**

All lots have access to electricity, cabling, telephone, internet, water and wastewater treatment.

## **SHOVEL READY**

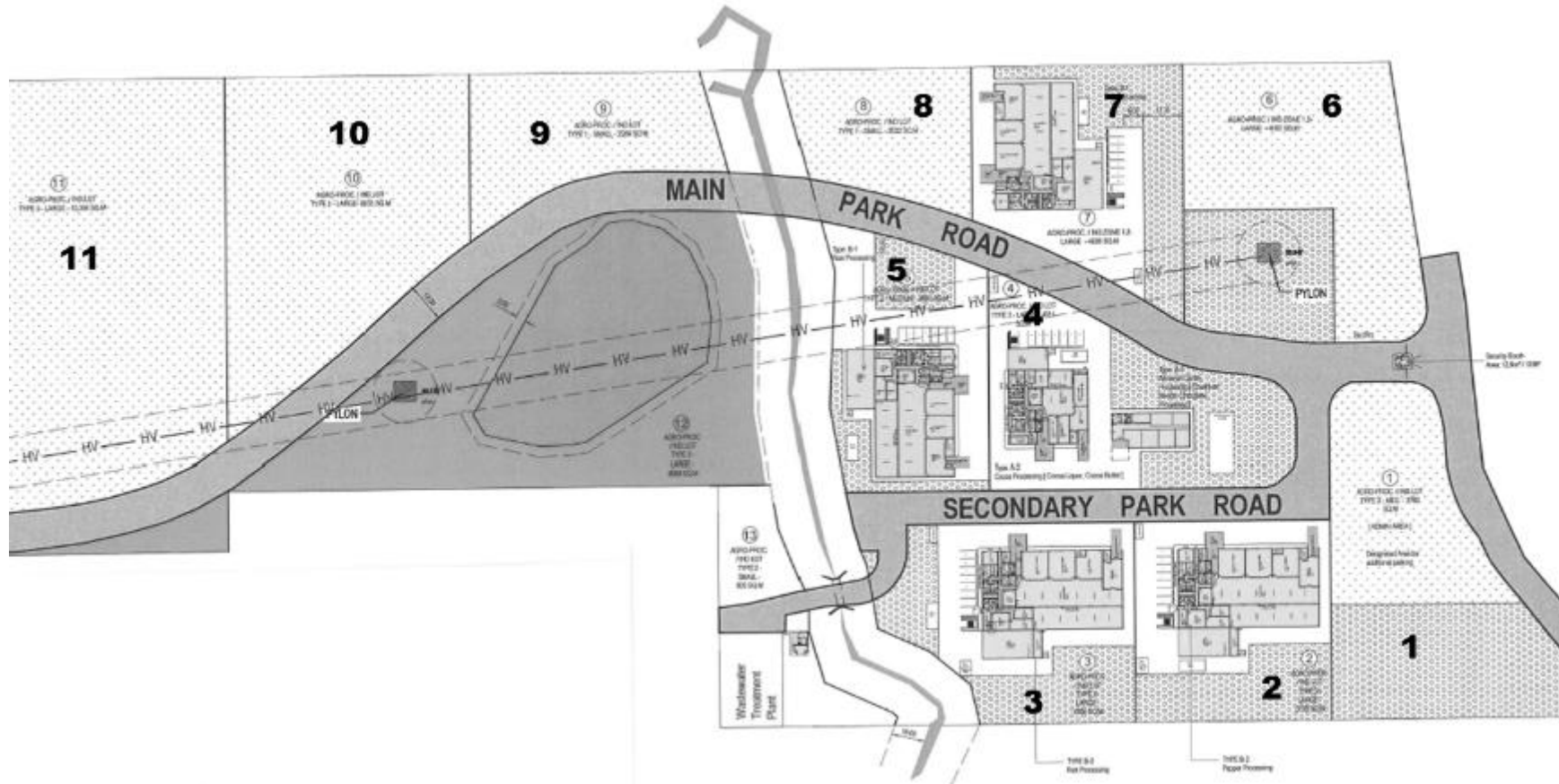
Land lots are pre-cleared of heavy vegetation, leveled and offered with ready connections to all utilities.

## **PARKING**

Each lot has allocated parking for 8 cars



# Site Map & Lease Rates - Moruga



## FACTORY SHELLS

**TT\$1.75**

per sq. ft. monthly

## LAND LOTS

**TT\$16,000**

per annum/ per acre

Premium for each land lot

**TT\$17,300** per acre.



# HOTEL DEVELOPMENT OPPORTUNITIES

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Greenfield and brownfield opportunities exist for the development of hotels and/or resorts in Trinidad and Tobago.





# TRINIDAD HOTEL/ RESORT OPPORTUNITIES

- **MAYARO LAGON DOUX ESTATE:**  
3-4 star 150-300 room resort hotel on approximately 1km of direct beach frontage.
- **ORTOIRE ECO LODGE:**  
20-30 detached cottage eco lodge with potential for restaurant, nature trails, viewing deck and river tours.
- **NEW MAYARO RESORT HOTEL:**  
60-80 room resort hotel on beach coastline.
- **BEN DELORAINE NATURE Rserve:**  
Already with 6 cottages, with potential for 150-300 room hotel, ideal for nature seekers and eco-friendly guests.





# TOBAGO HOTEL/ RESORT OPPORTUNITIES

- **ARNOS VALE ESTATE:**  
90 acre hillside property.
- **BLUE HAVEN HOTEL:**  
Boutique hotel situated on 7.5 acres of prime oceanfront site.
- **KING PETER'S BAY & COTTON BAY:**  
Development of 3 luxury resorts, 56 beach cottages, and 100 villas.
- **SPEYSIDE ESTATE:**  
400 acres of undeveloped land in seaside village.
- **BACOLET BAY:**  
134 acres of land offering scenic oceanfront views





# The National Special Economic Zone (SEZ)

Companies operating in a SEZ will have the benefit of the tax breaks and incentives outlined in the SEZ policy. It is anticipated that the legislation will be on stream in 2022.

This legislation is currently before the Government of Trinidad and Tobago, with the intent:

- 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; and

To **IMPROVE** existing and **ADVANCE** new mechanisms and procedures to **EFFECTIVELY** develop and manage economic zones.



# Tourism Incentives

## Tourism Development Act, Chap. 87:22 (TDA).

- **CUSTOMS & EXCISE DUTIES** for building materials and articles of tourism equipment.
  - A **TAX EXPEMPTION** not exceeding 7 years in respect of the gains or profits from an approved tourism project.
  - A **TAX EXPEMPTION** in respect of the gains or profits derived from the initial sale of a villa or condominium or the site for a villa or condominium that forms part of an IRD which is an approved tourism project.
  - An **ACCELERATED DEPRECIATION** of depreciable equipment owned by the owner or operator and used in an approved tourism project.
- A **CAPITAL ALLOWANCE** in respect of approved capital expenditure incurred by the owner or operator in the creation of a new tourism project or in the expansion of an existing tourism project.
  - A **CARRY-OVER** from a tax exemption period, if any, of any loss arising out of the operation or renting of an approved tourism project.
  - **DUTY CONCESSIONS** on motor vehicles – Payment of Customs duty at a rate of 10%, VAT (12.5%) and no Motor Vehicle Tax

# Incentives – Industrial/Technology

## Fiscal Incentives Act.

- Exemption from **CUSTOMS DUTIES** on the construction of an approved project.
- Exemption from **VALUE ADDED TAX**.
- 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.

## The Income Tax (In Aid of Industry) Act.

Where a person carrying on a trade incurs capital expenditure on the provision of machinery or plant for the purposes of that trade, there shall be made to him, for the year of assessment in the basis period for which the expenditure is incurred, **AN ALLOWANCE** (in this Part referred to as “an initial allowance”) **EQUAL TO 90% OF THE EXPENDITURE INCURRED** in the provision of machinery and plant for the purposes of that trade.

## Corporation Tax Act.

- A tax allowance set at 150 percent up to \$3 million will be provided to businesses that invest in tech start-ups and new tech businesses
- A tax allowance set at 150 percent up to \$3 million will be provided to businesses that engage in technology solutions and digitalization
- A tax allowance set at 150 percent up to \$3 million will be provided to businesses that create employment in the technology industry, particularly for young people.

## The Customs Act.

- Exemptions from Customs Duties on raw **MATERIALS**, **MACHINERY** and **EQUIPMENT** and in some cases **PACKAGING MATERIAL** based upon the provisions of the Third Schedule of the Customs Act, Chapter 78:01 (as amended).



# Contact Us



**SEKOU ALLEYNE**  
President



**PRAMILA RAMDAHANI**  
Vice President, Investments



**QUINCY FLORES**  
Manager, Investments

Thank you for your interest in doing business in Trinidad and Tobago. Please reach out to us with any follow-up questions that you may have.

E-MAIL [marketing@investt.co.tt](mailto:marketing@investt.co.tt)

LINKEDIN [www.linkedin.com/in/investt](http://www.linkedin.com/in/investt)

# Trinidad and Tobago Virtual Investment Forum

A Shortlist Location for Business Investment in the LatAm/Caribbean Region

## JOIN A PANEL DISCUSSION:

1. Select the 'Breakout Room' icon from the bottom panel on your Zoom Meeting window.



2. Select the 'Discussion Panel' you wish to join from the list of rooms provided.



3. Click on the 'JOIN' button to enter the selected room.



## PANEL DISCUSSIONS:

### Session 1: 9:10 am - 10:00am

- **Business Process Outsourcing:** How Digital Transformation Is Shaping BPO Investment Decisions
- **Manufacturing/Renewable Energy:** Choosing the Right Nearshore Manufacturing Opportunities to Invest In
- **Creative Industries:** Attractive Investment Opportunities in the Creative Industries

### Session 2: 10:05 am - 11:00am

- **Fintech:** The Fintech Opportunity in Trinidad and Tobago
- **Agro-processing/Technology:** Agro-processing Opportunities in Trinidad and Tobago
- **Hotel Development:** The Opportunity for Hotel Development in Trinidad and Tobago
- **Maritime & Logistics:** Distribution Dynamics and the Related Logistics Opportunities In The Caribbean





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