AGRO BUSINESS

Investment Opportunities in Guyana



INTRODUCTION





Guyana's geographic positioning, land, water resources and socio-political climate make it ideal for lucrative agriculture investment activity.

The Country's total area is approximately 215,000 square kilometers (83,000 square miles), slightly smaller than Britain.

Tremendous growth in Guyana's agricultural sector is attracting an increasing number of investors who, because of the country's strategic location, investor-friendly business climate and readily available lucrative markets for its produce, are now realizing the awesome potential and investment opportunities that exist.

Lucrative opportunities exist in the areas of fruit and vegetable, livestock and dairy products, aquaculture, forestry and processed foods, among others. There is already a hive of activity in these areas.

Significant interventions in the livestock and dairy sectors have seen government's support for the enhancement of the genetic stock of local herds. Efforts are also being made to improve quality pasture lands to facilitate the expected increase. Guyana produces more chicken than it consumes.

All commercial poultry farms have been tested negative for the avian flu (bird flu) and the country enjoys an advantageous position in terms of plant and animal health status, since it is free from fruit-fly and foot-and mouthdisease.

Commercial aquaculture, especially in tilapia and shrimp farming, is an emerging industry receiving the attention of both the Government and private investors.

There is a growing demand for farmed fish, such as tilapia, not only in the United States, where imports have grown dramatically in recent years, but also the European Union.

Massive potential also exist for the export of value-added agriculture products with a growing regional and international demand.

The primary Agencies responsible for promoting and facilitating investments in the non-traditional agriculture sector are the Guyana Marketing Corporation and the Guyana Office for Investment in collaboration with several other Agencies which are listed in this brochure.

WHY GUYANA?



Natural Resources -

Guyana is a country of vast natural resources. Endowed with extensive savannahs. productive land and forests, rich mineral deposits of gold. bauxite and diamonds and abundant water resources.

Location -

Guyana's unique geographic positioning and its sociopolitical heritage put it at the gateway of South America and the Caribbean.

Duty Free Market Access -

Through a combination of regional, bilateral and preferential agreements, about 75 percent of Guyana's exports enter destination markets duty free.







Joint Ventures



Tremendous scope exists for ioint ventures in the agriculture sector in a wide range of potentially lucrative areas. These include:

- Fruit
- Vegetable
- Cattle livestock
- Animal feed and seed production
- Development of a deep water Port and modern cargo highway

Investments of this nature have already resulted in the undertaking of several projects including high yielding paddy seed production in the rice sector. A wide range of support will be provided to investors;

- Provision of land mineral and other resources
 - 5-10 yr tax holidays Waiver of Duty and Taxes on equipment / machinery

Livestock & Dairy Products

Production of meat (beef and mutton), poultry and milk products for both domestic consumption and export to the Caribbean.

Commercial duck rearing, sheep and goat production with a current CARICOM market valued US\$12M annually

The beef sector expanded in areas such as the establishment of abattoirs and meat processing facilities.

Aquaculture/Fisheries

The infrastructure developed for rice production can be easily adapted to serve commercial aquaculture, reducing the cost of the initial investment The sea bob industry produces significant quantities of waste that can be used as inexpensive fishmeal

A number of species further offshore are vet to be harvested commercially including pelagic and deepwater species such as snapper, prawns, swordfish and tuna.

Fruits & Vegetables

A growing export market exists for:

Citrus fruits; oranges, grapefruit, tangerines, and limes, as well as exotic fruits such as mangoes, sapodillas, papayas, pineapples, and passion fruit.

A range of vegetables such as cucumber, pumpkins, watermelon, melon, saeme, bora, and callalloo within the Caribbean and North American markets

Processed Products

Processing or semi-processing, produce and animal products; dehydrated health foods.

Guyana's exotic and gourmet food products such as hot sauces.

Products with a large growth potential such as jams, jellies, sauces, processed spices and fruit puree blends.

- Juice (concentrate and pulp)
- Sauces
 - Jams and Jellies

AGRO BUSINESS INVESTMENT OPPORTUNITIES



Forestry

A Forest Products Marketing Council (FPMC) has been established to promote Guyana's wood products and lesser used species.

Significant investments are increasing in manufacturing and marketing of value-added and high-value niche products such as furniture (e.g. hardwood and wicker), plywood and veneers, molding and doors, parquet, floor tiles, and other related products

Plantains, Roots &Tubers

There is potential to increase Guyana's exports of selected plantain, roots and tubers to ethnic markets in the Caribbean, North America and Europe

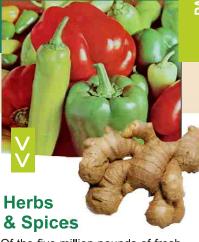
Opportunities also exist for malanga, breadfruit, eddo and ground provisions as raw inputs in the snack industry.

Organic Products

Organic seasoning grows abundantly in various parts of Guyana.

An expanding market is available for bottled and packaged peppers, seasoning and hot sauces.

Cocoa, pineapple and heart of palm are already being exported.



Of the five million pounds of fresh hot pepper exported from the Caribbean and Central America to the US each year, one million pounds is supplied by the Caribbean, representing 20% of the total volume imported by the US

Export Support Services

There are opportunities for air cargo service providers to expand flights for agricultural exports, as well as for investments in cold storage facilities, post – harvest handling, and packaging services.

The introduction of modern technologies and new techniques tofarming activities is essential to agricultural development.



IN GUYANA



Agro-energy

Guyana has developed an Agro-Energy Policy to cater for this emerging sector

Massive potential exist in the areas of bio-diesel and ethanol production

More than 100,000 hectares of land is available for bio-fuel production.

Infrastructure

Guyana has adequate infrastructure in place to support production, communication and market access.

Over the past decade, the country has enjoyed constant improvements in the availability and reliability of its telecommunications services, including a significant increase in the number of working landlines and cellular phone usage in the Capital and outlying areas.

Cellular phone access is now available in many remote areas of the country and this expansion exercise is expected to continue over the next several years.

AGRO BUSINESS INVESTMENT OPPORTUNITIES IN **GUYANA**

Investment Trends 2003-2008

Records show that there have been significant increases in revenues earned from the export of non-traditional agriculture products to several Caricom countries between 2003 and 2008



Saint Lucia - from G\$412M in 2003 to G\$1.5B in 2008

Trinidad and Tobago - from G\$4.7B in 2003 to G\$6B in 2008

Barbados - from G\$2.3B to G\$4B in 2008

Suriname - from G\$1B in 2003 to G\$ 2.9B in 2008



The Business Climate in Guyana



Political Stability

All political parties in Parliament strongly support foreign direct investment and domestic investors, in an open and competitive private sector economy.

Recently, Guyana has hosted major international and regional events -Cricket World Cup 2007, the Heads of Government Summit of the Rio Group of Central and South American countries, the Commonwealth Finance Ministers Conference and the CARIFESTA 2008 Festival of Caribbean Arts.



Economic Stability



There is a stable foreign exchange rate, decreasing interest rates and a low fiscal deficit.

The traditional industries (sugar and rice) are being modernized and there is increasing diversification into new products.

International Outlook

The Government of Guyana supports globalization and is a member of the World Trade Organization.

The Government continuously strives to meet international best practices and policies.

Guyana has very good political and trade relations with the USA, Canada, the UK, China, India, Brazil and the European Union.

Guyana is a founding member of the Caribbean Community (CARICOM) and is aggressively promoting the CARICOM Single Market and Economy.

Guyana is presently expanding its trade and investment links with Mexico, Colombia, Chile and Costa Rica.

Government Regulations

Through a number of legislative changes and policy reforms, there have been administrative changes to ensure that there is the consistent interpretation and application of procedures and regulations.

In 2004, Parliament passed the Investment Act that protects the property and rights of investors





The Guyana Office for Investment (GO-Invest) provides foreign and domestic investors, Guyanese exporters and foreign buyers with an analysis of the investment and export opportunities in Guyana and information on the incentives and policy reforms which have been formulated to facilitate investment.

www.goinvest.gov.gy



The Guyana Marketing Corporation

The Guyana Marketing Corporation (GMC) facilitates and coordinates the development of quality nontraditional agriculture produce. The agency has a number of departments and facilities that deliver an effective and efficient service to farmers, agroprocessors, exporters and investors.

www.newgmc.com





Business Climate Cont'd

Infrastructure

The Government of Guyana has been aggressively investing, with international and local private sector partners, to develop physical infrastructure

A new bridge has been constructed across the Berbice River that connects 180 miles of paved highways (75% or 135 miles are new or upgraded highways) from the mining town of Linden through the capital city Georgetown east to the border with Suriname.

A US\$ 8M bridge has been constructed across the Takatu River at the town of Lethem that links Guyana with the cities of Boa Vista and Manaus in northern Brazil.

The Lethem to Linden Road (300 miles) is a hard dirt fair-weather road that is being continuously upgraded.

The Governments of Guyana and Brazil are presently discussing the terms for a Brazilian loan to finance the construction of a paved highway from Lethem to Linden.

Liberalized Investment Regulations and Uniform Policies

The focus of Government policies is to:

Support and facilitate investors to decide for themselves how best to serve the markets they enter Enable both foreign and local investors to compete on a level playing field.

Open and competitive economy (very few types of investment projects, only those of strategic national interest, need formal approval)

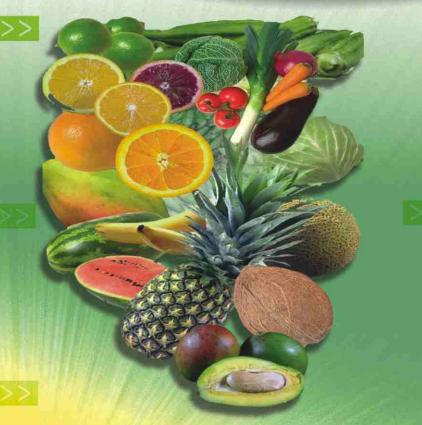
Non-bureaucratic access for visas and work permits

Unrestricted long-term land leases (99 years) for agricultural projects and indus trial estates



GUYANA

Your Choice for Quality Agriculture Products







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